

THE Publishers' Weekly

The American Book Trade Journal

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NEW YORK, JANUARY 22, 1921

No. 4

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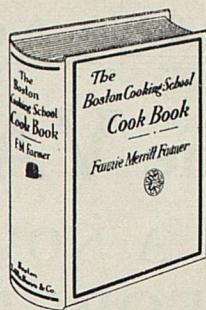
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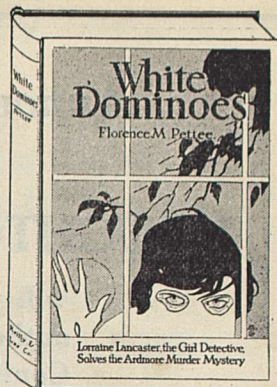
LITTLE, BROWN & COMPANY, Publishers, BOSTON



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Lorraine Lancaster

Mistress of Mysteries



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By Florence M. Pettie

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But beyond this, his book has rare interest as a vivid narrative of the author's personal relations with President Wilson up to their final dramatic break. In the entire field of American history, there has probably been no more interesting situation than this, or one more deeply involved with the future course of world history, and Mr. Lansing's frank account makes a story of absorbing human interest.

Here is a book that will be read and talked of throughout the civilized world. Send in your order *now* and also your requisition for imprinted circulars and picture posters. Illustrated, \$3.00.

**No part of
THE PEACE NEGOTIATIONS
will be serialized anywhere before
book publication.**

100,000 for 1921

We see the clear signs of such an additional sale, and so have contracted for more advertising for the spring than we have so far done.

No book in years has received such unusual praise from critics, authors, and book-dealers:

The buyer for one of the largest jobbing houses wrote us it was their best seller, "out-distancing its nearest competitor by about 40 per cent."

The buyer of one of the largest bookstores said, "Of course it will be the big spring book. No book in years has been so talked about and discussed generally as *Main Street*."

The buyer of one of the largest department stores said, "The increase in sales of *Main Street* since Christmas has been the most unusual thing I have known since I have been in the business. It is just wonderful the way people come in here and demand *Main Street*."

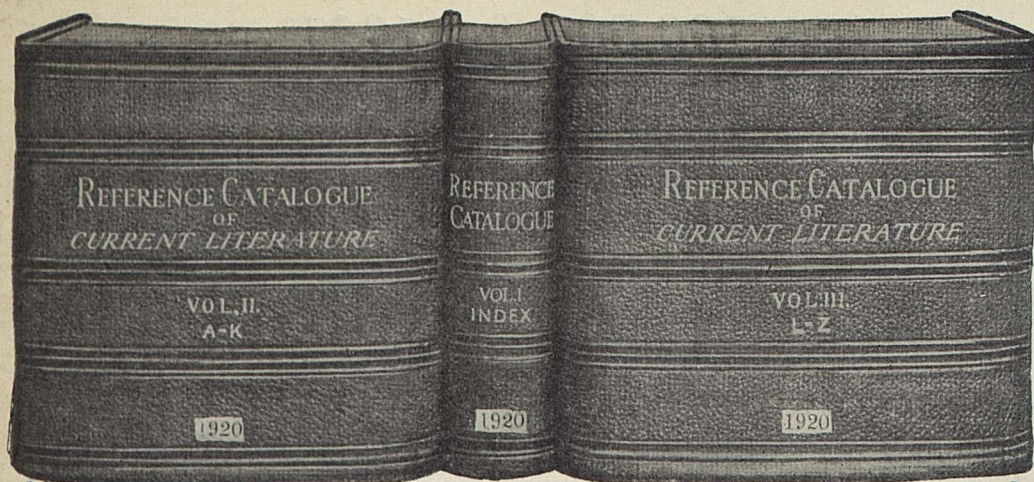
Special articles about Sinclair Lewis and *MAIN STREET* are appearing in the biggest magazines this spring.

Remember the blizzard of last February and the difficulty in shipping.

Order *MAIN STREET* now.

11th printing, \$2.00

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This important bibliography of British publications, after numerous delays, will arrive in New York within a fortnight, word having just come that the shipment is on its way. The many subscribers for sets will receive them as promptly as possible. After these orders shall have been completed the remaining sets will be offered at \$12.00.

This is the first issue of the catalogue since 1913 and it will probably be four years or more before another is issued. If your order is not in, send it at once.

The Publishers' Weekly

January 22nd, 1921.

Announcement

FEBRUARY 1st, 1921 will find us established in our new home. Metropolitan Building, Court Square, Long Island City. Our entire binding equipment will be operated on one large floor of 65,000 square feet with 40,000 additional feet on the ground floor and basement for receiving, shipping and storage of bound books.

With this increase to double our present capacity, our facilities for serving our clients will be greatly improved. The latest ideas in mechanical equipment, lighting, handling and routing of work have been adopted.

It is our hope that we may have the continued opportunity of serving publishers, printers and individual houses desiring a book manufacturing service of superior quality, maximum speed of production and an intelligent care of all details incident to the proper handling of a high-grade product.

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Boni & Liveright Inc.
 105 WEST 40th St.
 NEW YORK

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

January 22, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The N. A. B. P. Meeting

SO rapidly had the infant of five months grown toward maturity that the National Association of Book Publishers held this week what seemed to be a first birthday festival, for into the five months a year's worth of work and result had already been crowded. The gathering at the Hotel Astor, representing nearly all of the fifty publishing houses included in the membership, showed equal gratification for the achievement already reached, and confidence in success in the future in making the new Association the means of developing the American book-trade toward its full possibilities. Very cordial tribute was paid to President Hiltman for his energetic part in this work, and the report of the Executive Secretary was listened to with keen interest, and taken as giving sure promise of larger achievement in the coming year.

Altho the general feeling of those present at the meeting was that little if any profit had been made during the year because of the increasing cost of manufacture and sale, and these conditions had not yet been substantially mitigated except with regard to paper, there was general confidence that the plans of campaign for 1921 would result in largely increased sales, and ultimately, if not in the present year, return more adequate margin of profit. The thought that the key to publishing success was in decreasing the number of titles and increasing the average sales met with general response—altho this is but a restatement of the problem always before publishers, fallible in the human nature of their judgment, of choosing the right book that will sell and declining the wrong one that will not.

The business of dealing in books has seemed to be promotive of longevity, and, altho E. P. Dutton in his ninety-first year and Henry Holt in his eighty-second year were not present to

represent the houses which they still head, Major George Haven Putnam, who, at seventy-seven, is still one of the busiest and most effective of workers, was one of the guests of honor. The veteran among booksellers is probably Timothy Nicholson of Richmond, Indiana, who was the first Treasurer of the American Book-Trade Union of 1874—an allusion which suggests that the days of book-trade associations have not been as remarkable as those of some of their members. The A. B. T. U., organized by western booksellers, became in the same year the American Book-Trade Association, inclusive of publishers as well, but it did not survive the differences developed at the Philadelphia meeting of 1876 over the question of decreasing discounts and making net prices. The American Publishers' Association, organized in 1900, was found to contravene the Sherman Anti-Trust Law and came to an unhappy end, to the considerable cost of its members. Mr. Stokes, who has brought his forty years of experience to the new Association, in support of President Hiltman, and who was deputed as Toastmaster at the luncheon, gave assurances that the present organization would be kept free from anything which could possibly bring it into antagonism with legal provisions—this should mean there will be no effort to enforce either net prices or an obligatory scheme of discounts, which must be left to the common sense and voluntary co-operation of the trade. It is to be hoped that this common sense will be heartened and heightened by previous experience and that net prices will remain the rule, without such extreme discounts as will invite the book buyer to ask and the bookseller to grant part of the discount which must be the margin for the distributor if the trade is to be kept on a sound basis and bookstores and bookselling encouraged.

The membership of fifty, including most but not all of the important houses, is a creditable showing for the first year. There has been hesitancy to join the Association on two grounds—the fear of such action as that which has been so distinctly disavowed and the embarrassment of educational houses because of such laws and regulations as those still on the statute book in Texas. Trade Associations are a vital part of present business methods, and it will be recalled that during the war the Federal Government insisted on some organization of publishers with which it could treat. No state laws should contravene such

associations, and it is to be hoped that the states may see light on this question, while it is evident that nothing in the new Association will in any way be permitted contrary to law.

There is every reason to believe, therefore, that the National Association of Book Publishers will be the permanent association of the trade and at no distant date will include book publishing in all its branches.

In the after-luncheon speaking, there was much pleasantry over printers' blunders. We recall one from editorial experience, which is pertinent to present circumstances. A sentence was dictated "librarians and booksellers were prone to look upon each other askance"; the stenographer and printer translated this into an assertion that they looked upon each other "as scamps," an assertion happily suppressed by vigilant proof-reading. That last was never true, but it has been true in the past that there was more or less feeling and friction among publishers and booksellers and librarians. To-day many of these difficulties have been smoothed out, altho booksellers will still ask for increased discounts and librarians will press for a share in such discounts. But all those who have to do with the distribution of books now understand each other and their respective difficulties as never before, toward which happy conclusion the organizations concerned, the American Booksellers' Association, the American Library Association and now the National Association of Book Publishers can and should work together.

A New Serial

IN this number of the PUBLISHERS' WEEKLY, there begins a series of articles, written especially for our purpose, on "The Story of Paper." Mr. Van Wyck is connected with one of the great American paper manufacturers, and is an authority on paper-making in all its historical and modern significance. The articles are written for the person who handles books, and will show the romantic past of the material that is so carelessly handled, of the gradual development of different types of paper for different uses and the wonderful development of the machinery that makes it possible for the world to use so many thousands of tons per year. The series will be published every other week thru the next three months, and those who will follow the articles from

issue to issue and save them for reference will have at hand some of the best available material for a popular understanding of this subject, which is so fundamental to the book-seller.

Who Are The Good Booksellers?

THE plan for an Honorary Fellowship of Booksellers as outlined by a committee of the American Booksellers' Association in last week's PUBLISHERS' WEEKLY opens up interesting possibilities for the gradual recognition of those who are doing most and giving most for the profession.

No standards of bookselling proficiency exist nor can they easily be set up, yet by the selecting each year of five names for the Honorary Fellowship from the many that can be nominated, the booksellers will be expressing their own sentiments as to what good bookselling is.

No one can tell in advance whether the selection will tend to honor the man of long service, the specialist with methodic preparation, the brilliant sales-builder, the rare-book man, the department manager, the salesman or the store owner, but it is sure that the process of evaluation thru the simple machinery projected will show that the book-trade has many fine figures to whom its fellows can point with pride.

The Booksellers' Association deserves full support from all the trade to help it make this Fellowship plan a real opportunity for giving credit to those who so well deserve it.

A Printer's Library

WHY should not every printing office have a library—asks *The Printing Art*—an office library of technical works on the craft in its various ramifications and examples of the printing turned out by the masters in the trade, for the use of its employees, and to demonstrate to customers exactly what can be done with the work they call to place.

Many printers have a room in connection with their offices in which they keep samples, and to which they take the customer in order to discuss his work, but we never heard of one where there was a real technical library for the training and education of such of the employees as desired to use it, and for the gathering together of books of reference on trade subjects with examples of master work.

Such a library ought to increase the desire among the employees to produce better printing and should make it possible to realize those desires.

The Story of Paper

By Benjamin S. Van Wyck

I. From Papyrus to Machine Made

WHEN man began to communicate his thoughts to other humans by symbolizing, establishing characteristic marks for definite sayings, deeds or commands, then writing material became a needed medium, whether it was stone, the bark of a tree, the skin of an animal or the fabricated composition of layers of the structure of a plant.

In Egypt

The word paper, of course, comes from the Latin word papyrus, and its Greek name, Byblos, is our word bible. Many believe the writing material of the Egyptians made from the papyrus plant to be paper, having the physical characteristics of the paper we use today and produced fundamentally in the same manner from pulp, that is, from rags and various vegetable fibres, macerated, treated chemically and mechanically, then made into thin layers of paper on a mould (hand process), more of which, in detail, we shall touch upon later.

The reign of King Assa (3580 to 3536 B. C.) is recorded on rolls of papyrus writing material. These rolls, at present, in the possession of the British Museum, are the most ancient examples extant of papyrus plant production, and there is little doubt that this material was used for many centuries before by the Egyptians. The most notable examples in the museum measure from sixteen to twenty feet in length by approximately nine and one-half inches in width, unwieldy affairs containing much that is of interest to posterity and to Egyptologists.

The papyrus plant, altho now extinct in Egypt, was cultivated in the delta of that country until the middle of the tenth century, and its uses were manifold. From the stem came strips for writing material, sails, mats, boats, cord and cloth. The root furnished wood for many kinds of utensils and whatever was left became fuel. The pith was an article of food equalling in taste, perhaps, some of our most famous present day breakfast foods. The top or umbel, which was tufted, became a decoration for the shrine of the gods. The Egyptians utilized practically every particle of the plant for commercial purposes. In appearance it was a tapering reed six to eight feet in height, three to four inches in diameter at the base, and grew rather straight. The plant now grows naturally in Abyssinia and at Syracuse in Sicily.

To produce strips for writing material the operatives split the stems longitudinally with a sharp knife, the broadest strips coming from the center of the plant proving the most desirable. These strips were laid side by side on a flat surface until the standard width of about nine and one-half inches was obtained;

then shorter and narrower strips were interwoven at right angles to prevent splitting. The whole fabrication was immersed in water and when properly saturated was removed, after which the finishing process began. Pasting, pressing and finally smoothing with an ivory implement, a smooth stone or a shell completed the operation.

The Kings of Egypt exacted heavy tolls from the exportation of this produce. The regality of their courts as well as the maintenance of their armies came largely from the tax imposts applied on all sales. The Ptolemies of Egypt about 200 B. C. became jealous of the historical records being compiled by Eumenes II of Pergamun, who imported the papyrus product for recording the achievements and deeds of his reign. Finally the exportation of the finished product from Egypt was forbidden, forcing Eumenes to use some other material in order to complete the library he had started. No plant growths like the papyrus being available, it was found necessary to use the skins of animals (goats, sheep, etc.) and the word parchment is derived from the name of the city, Pergamun, one of the "seven cities" of the Book of Revelation.

The beginning of the end of papyrus writing material occurred when some nameless Chinese a few centuries before Christ invented the means and process of producing a thin sheet-like material which, in principal, is the same as employed today. Europe did not learn of the process until 751 A. D., and then only by accident. It seems the Arabs of Samarkand, while resisting a foray by a band of Chinese marauders, captured several of the enemy band and amongst the captives were some paper makers who imparted their knowledge of the art in order to save their lives.

China's Gift

There is much conjecture concerning the raw materials used by the Arabs, but as flax grew profusely in the district of Khorason, it is reasonable to conclude that linen rags and the flax itself constituted the first raw material combination used in Europe. Linen rags were preferable, inasmuch as the fibre already had been more or less cleansed, therefore requiring little additional treatment to make it usable for paper making. Possibly some cotton or cotton rags were used, also vegetable fibres from plants easily workable.

The process of making paper by hand at that time was simple. The Arabs employed the aforementioned materials, and the Chinese resorted to those fabrics that were indigenous to the Flowery Kingdom, cotton or cotton rags and plant fibres. The first step was the reduction of the raw material to a pulp by shredding, boiling it in a weak alkaline solu-

tion to rid it of impurities; then macerating it by beating until the proper length of fibre was obtained. The pulp was then put into a tub filled sufficiently with water to permit the pulp being kept in suspension by stirring.

The apparatus on which the paper was formed consisted of two parts: a base frame on which tautly drawn reeds were strung, closely resembling a crude reed sieve. The superframe looked very much like a common wood picture frame which fitted snugly over the base piece, the sieve part showing thru the aperture. This combined unit is known as a mould, and the superframe is called a deckle frame, being instrumental in producing the deckle edge on a sheet of paper if desired. Its function is to prevent the pulp from flowing away from the frame during the dipping operation.

First Methods

Pulp and mould being ready, the paper maker dipped the mould into the tub, and when a sufficient amount of pulp flowed onto the mould while he slightly oscillated the combined frame in forward and side directions, it was lifted clear of the surface of the tub's contents, allowing the water to drain. The subsequent process was a delicate one in that it involved the separation of the moist paper from the mould. The deckle frame was first removed, then the mould turned upside down, permitting the paper side to rest on heavy wool cloths, and with slight pressure the paper adhered to the cloth, allowing the release of the mould. This operation later became known as "couching," pronounced "cooching," and the one doing it a "coucher."

In those days they resorted to the use of vegetable size in treating the surface of the paper to prevent the ink from spreading; without its use the writing would have become so blurred that it could not be read. Exposure of the finished sheets to the sun was the means of drying and the product was then ready for the sales marts.

From the middle of the sixth century the use and manufacture of paper became general in the nations of Europe, and, as it was the physical medium of disseminating the knowledge of the world, it may well be said that paper was one of the precursory factors in assisting man from the medieval period to that of the interesting epoch of the Renaissance. From the Middle Ages, man's mental development leaped forward, once the classics of the past, which stirred the very best and sadly the very worst that was in him, had been revived. All the subtlety of the Renaissance is expressed in the exquisite productions of hand-made papers during this period of both Italy and France. Texture, colorings and watermarks were highly individualistic, and the museum specimens are a rare treat to the lovers of the beautiful in paper.

The Moors in Spain contributed a wealth of beauty in paper produced in the paper mills of the old city of Toledo, but when this highly cultivated race was banished from that coun-

try, paper making went into a decline, the industry becoming but a ghost of its former self. Spain claims to have been the first country of Europe to engage in the manufacture of paper and her contention is probably just inasmuch as the Moors and Arabs were practically of the same blood and the latter were the first to learn the oriental process of producing paper. In 1609, when the Moriscos were finally expelled, the industries of Spain received a severe blow, as the Moors were the mainstay of the industrial population.

In Italy the famous Fabriano Mills built in the eleventh century are still producing hand made papers, and it is claimed that these present day sheets retain many of the identifying marks of the early productions of centuries ago. Italian mills were the first to use animal size which was an improvement over the vegetable size introduced by the Chinese. Also, they were the leaders in the art of water-marking on which single subject alone volumes could be written.

Strangely enough England was one of the last countries to take up the manufacture of this necessary article, preferring to import for her needs from France and Holland. As an industry, it did not become established until the immigration of the Huguenots in 1687. But what an industry it became! Her mills attained fame almost in a day and in certain specialties she still reigns supreme.

With the advent of wood block printing in the latter half of the 14th century more paper was required to meet the demand, so great was the thirst for knowledge. To keep up with the requirements, mechanical contrivances were invented to speed the production of pulp making and the finishing processes, but it was not until the beginning of the nineteenth century that paper was made in a continuous web of given width so that sheets could be cut into dimensions of varying length. The printing press hurried on this invention because of its insatiable appetite for more paper than it was possible for the mills of that day to produce. The achievement of the continuous web manufacture was the invention of a Frenchman altho the equipment bears the name of an Englishman who became bankrupt in trying to promote its use.

"ON READING good books: No, not even life itself is so vivid nor so wonderful as reading about it, because in good books life that is strange as well as life that is familiar is interpreted for us thru the sympathetic eyes of those who are chosen of God.

"Why buy books? To stimulate, to grow, to enlighten, to broaden, to reach a larger understanding and a greater wisdom of humankind, and its sorrows and pleasures. Each of us cannot personally experience all the phases of human existence and human knowledge, but thru the medium of books we can establish as large a contact as we wish."

—William C. Lengel, *Cosmopolitan Book Corporation*, New York City, in *New Era Magazine*.

Publishers' Annual Meeting and Luncheon

National Association Meets at Hotel Astor

WHAT was pronounced to be the most generally representative gathering of book publishers that has been held in the history of the trade came together for a business meeting and luncheon at the Hotel Astor, New York, on January 18th. Reports of the four months of activities were received with great interest, and the same officers and directors were re-elected for the ensuing year. Immediately after the business meeting, a luncheon was served for ninety of the Association members and guests; and President J. W. Hiltman introduced Frederick A. Stokes as toastmaster. The speakers for the occasion were: Joseph C. Lincoln, Heywood Broun and C. H. Rohrbach, a well-known writer and authority on trade organization.

The officers for the ensuing year are as follows:

- President—John W. Hiltman.
- 1st Vice-President—John Macrae.
- 2nd Vice-President—Charles C. Shoemaker.
- 3rd Vice-President—Joseph C. Bray.
- 4th Vice-President—Alfred R. McIntyre.
- Secretary—Frank C. Dodd.
- Treasurer—George Palmer Putnam.

Directors to hold office until January, 1922:

- George H. Doran,
- Herbert S. Baker,
- Joseph C. Bray,
- William J. Barse,
- George Palmer Putnam.

Directors to hold office until January, 1923:

- John Macrae,
- Charles C. Shoemaker,
- S. Edgar Briggs,
- Alfred R. McIntyre.

Directors to hold office until January, 1924:

- John W. Hiltman,
- Frederick A. Stokes,
- Alexander Grosset,
- Henry Hoyns,
- Frank C. Dodd.

The Business Meeting

The Association was meeting for the first time since its organization in July, and the Membership Committee read a report showing that there are now fifty members and several others who would undoubtedly join shortly. The Association aims to increase this membership to seventy-five within the next six months, and if the enthusiasm shown for the work accomplished means anything, this should not be at all impossible.

The Treasurer's report was presented by Secretary Frank C. Dodd, Mr. Putnam being absent in Florida. The President's address, showing the conditions of the Association, and presenting his appreciation of the loyal support given to him in his first term of office, was read by John W. Hiltman, President of D.

Appleton & Company. He emphasized the possibility of the formation of groups with special interest, under the auspices of the Association, who could use the conference room and the facilities of the headquarters for separate meetings to study the special problems of the group. The office would be ready to co-operate in any way to bring such related groups together. Several publishers during the meeting took pains to express the feeling of all for the loyal work of President Hiltman, who has given so much time and energy to the Association's affairs and has been largely responsible for showing the progress already assured.

Executive Committee

The Executive Committee of the Association, on whom the detail work falls, had met weekly and given unstintingly of their service. This Committee, which is formed by nomination of the President, included, besides himself, Frederick A. Stokes, Frank N. Doubleday, John Macrae, Henry Hoyns, Alexander Grosset. The Executive Secretary, Frederic G. Melcher, read an exhaustive report of what had been undertaken and accomplished since August, that report being received with much interest and comment. It is presented in full in this issue of the PUBLISHERS' WEEKLY.

General discussion from the floor brought a well approved question from Mr. Shoemaker as to whether the securing of more booksellers would be the best of all arguments for obtaining support for the Association. "The small number of booksellers," he said, "is a reproach to all publishers. Few have more than a thousand active accounts. There is about one bookseller for every fifty thousand population. We ought to have a bookseller for every ten thousand population. If we increase the number of booksellers, we shall be doing the most telling work we could undertake. The bookselling business is today not 'the worst business in the world' by any means. We are all making money and paying bills promptly. There is no reason why we should not say to people, 'Why don't you start a shop of your own?' We should look into the field of shops with related activities and get them to undertake bookselling and show them how they can make money selling books. A definite and enthusiastic campaign in this field could be undertaken. Again, we must continue to encourage greater interest on the part of the public in reading and owning books, and I hope the co-operative advertising campaign will be again taken up. Publicity is necessary to get people to buy books."

Mr. Doubleday also spoke briefly in favor of starting retail stores, and said that out of his ten years' experience in the field he could say that they had lost no money as yet, and that December, 1920, had been a record month in every respect. With regard to this Association, he said, "I believe that fine and constructive

agreement reached with the Employing Printers after the strike of a year ago. Altho this applied only to New York unions, it is well-known that changes in the New York scale immediately affect scales in the other large book manufacturing centers.

The agreement of January first, 1920, had stated that the wage question could be opened up on October first, 1920, and be considered on two grounds, as to the increased cost of living between January first and October first, if over 5 per cent, and as to the general conditions of the industry. As the figures on the cost of living which would be used, would be taken from official sources, the efforts of our Association in strengthening the hand of the Employing Printers was in the line of picturing vividly the real condition of the industry as affected by recent increases. It was apparent that the Employing Printers needed every help from their customers if they were to make a real fight.

Printing Statistics

In order to picture the effect of increased printing and binding costs on the book industry, our office gathered statistics from forty publishers, as to the effect of rising prices on their general output, the number of books thus put out of print, the forms left unprinted on that account, and the effect of any further increases on future plans. These figures formed an important part of the case as presented to the arbitrators when the wage discussion went into that stage, accompanied by similar figures from the National Publishers Association, representing the periodical group.

The arbitration dragged on into December, and in the first part of that month the unions filed a rebuttal in which they attempted to show that past increases had left the shops as busy as ever, and that there was no slacking in sight at this time. Our Executive Committee immediately gathered more statistics and had letters sent to the arbitrators to strengthen its side.

Finally the day before Christmas the arbitrator made awards of from \$2.50 to \$5.00 a week, instead of the \$15.00 to \$18.00 a week asked for by the men, or the \$4.00 flat per week offered them October first by the Employing Printers. That there should have been any increases at all seemed most unfortunate, and the Executive Committee sent a very positive letter to the book printers that book publishers should expect and insist that this increase be absorbed inside of the printing offices.

The binders' union had an arrangement with the Employing Binders similar to that of the printers, but they informally agreed with the employers that they would await the result of the printing arbitration.

As the binderies were far less busy by the time this settlement was made, it does not seem likely that the workers in this field will get the full effect of this increase. The Employing Binders have received emphatic word from the Association that the retail market for books cannot absorb the slightest increase.

In November the electrotypers granted an \$11.00 increase to the workers, after an informal conference which seemed to show an entire absence of interest in the producer's needs in the present market. Both the periodical publishers and ourselves have been investigating this situation, and the U. S. Chamber of Commerce has been asked to see whether there are not improper relations between the employers and the unions.

During December the photo-engravers made similar demands of the Photo-Engravers' Board of Trade. Plate cost interests the periodical publishers even more than the book publishers, and the negotiations were carefully followed. On January first the men struck for a few hours and then the matter went to further discussion, with a finally announced increase of \$6.00 per week. Boston photo-engravers are bidding in the New York market at a much lower price, and it is not believed that the shops can pass this increase on to the consumer.

In October the situation in book publishing was laid before the various manufacturers of material, binding-board, cloth and paper. During November binding-board began to drop rapidly. On December first three of the largest producers of binding cloth sent in revised schedules. A questionnaire to the paper manufacturers brought in valuable information and these producers were shown the probable results of a maintenance of the 1920 high levels. By the first of the year the price of book paper had begun to come down.

Altho the paper manufacturers are non-committal as to rates ahead, it is sure that pressure from the slacking-up of demand is going to bring about desired results. A special conference of paper buyers from some of our members was recently held, and it was thought that there might be developed later in the year a method of co-operative buying in suitable staple lines for other than large contract paper, which would bring decided advantages in price. As most houses are supplied for the next few months, this will not be pressed until later.

Special Investigations

There was also organized a committee on publishers' wrapping methods on small parcels, to see whether a study of various methods could produce suggestions valuable to others and with a possibility of co-operative buying on staple needs. Full results of this study will be reported shortly.

It was brought to the attention of the Executive Committee that stereotyping, which is so largely used in England for book manufacturing, might be encouraged here to advantage, with a very decided economy in cost. The Committee has been looking into this carefully, and hope to soon be able to report the results of actual experiments on typical book work.

At the request of the Committee, the American Railway Express made a study of shipping methods in publishing offices.

The problem presented by the campaign for new department store outlets developed by the *Dry Goods Economist* was brought to the attention of the Executive Committee for advice and suggestion, altho not a part of the Association's work. On account of the lack of a complete organization for follow-up, this plan had not fully accomplished what had been intended, and the second half of the advertising program, dating from January, has now been postponed for six months, with the thought that at that time those interested in the plan may find some way to provide for a canvass of department store prospects that will bring full value for the display advertising used.

The secretary was also asked to participate in the conference on a proposal emanating from Dr. Harry E. Bard, Assistant to the Minister of Education in Peru, whose suggestion it was that the educational publishers of America and the producers of educational material should organize to present the cause of American educational material to South America by a special bureau. After several interesting meetings, this matter was referred to a committee of those in that special field.

There have been no special problems of copyright or tariff during the fall, but the tariff is likely to be considered in Washington in the course of the next two months, and, also, strong support is now being given to the plan of eliminating the manufacturing clause from our copyright legislation. The Secretary of the Authors' League of Great Britain has just visited this country and spent time in Washington on this subject. The elimination of this clause would greatly help the situation between us and Canada. In September the revision of Canadian copyright came to the front at Toronto and the proposed bill, backed by the Canadian printers, came up for enactment. This bill is intended to apply our own manufacturing clause methods to the guarding of Canadian printing interests. Altho our Committee felt that any action on this would be outside of our organization's range of activities, the matter was closely watched.

Selling Campaigns

The campaigns to encourage book distribution have formed an important part of the office activities. When the quarters were ready in August, accommodations were given to the Secretary of the CHILDREN'S BOOK WEEK movement, then in its second year. In this work the American Booksellers' Association provided for the expense of the Secretary, Miss Marion Humble; publishers interested in children's books supplied the money needed for printing and posters; and this Association provided the quarters. The amount of attention gained to this plan this year has been remarkable. Much credit is due to the Committee which had it in charge and to Miss Humble, who undertook the active work, while your Executive Secretary served as Chairman.

At a meeting of the Executive Committee of this Association in October, it was decided

that the Association should see what it could do to plan for better bookselling activities for the following year, and the Secretary was directed to outline a plan and to call a general meeting for November 17th. Representatives of all publishers, whether members of the Association or not, were invited to take part in this program, which was finally named the YEAR-ROUND BOOKSELLING PLAN, with the slogan, "BUY A BOOK A WEEK." At this November meeting a committee of eight, representing publicity and sales managers from various houses, was appointed, to outline fully the situation, and by weekly meetings and enthusiastic work this Committee brought to a head the completed plan now in operation. During December publishers were canvassed to support this, and when by the middle of the month, sufficient funds had not been fully subscribed to cover the proposed budget, six of the members of this Association underwrote the balance needed, tho with the hope that before the thing was closed sufficient subscriptions might be obtained to carry the whole amount.

Material to Retailers

The essentials of this program were to supply to retailers a program of activities month by month, and poster and display material to enable them to carry this out readily. The material is sent without cost to the retailers, after they have been canvassed by the publishers. The larger part of the budget of \$5,000 goes into the printing of posters, booklets and streamers, with a provision for active secretarial work by Miss Marion Humble, who had worked on CHILDREN'S BOOK WEEK, and who is now giving half of her time to this and half to the RELIGIOUS BOOK WEEK plan, which has developed side by side with the YEAR-ROUND BOOKSELLING PLAN.

The Religious Book Week idea has been formulated at the suggestion of your Executive Committee as a constructive help toward better bookselling and as a movement that would be of special interest to those of our members whose principal activities are in Bibles or religious books. As full success for such a plan would naturally depend on getting full co-operation from the big church organizations, the idea was broadened to include others outside of our own membership, and twenty-one houses have subscribed to the fund of \$2,000, which is to put this idea forward. This plan involves a more intensive program than the Year-Round Bookselling Plan, and like Children's Book Week is to be accomplished by a great deal of publicity, which is to be placed largely in the religious press. The big denominational houses are giving the idea their very special support, and there seems no doubt that a great deal will be accomplished toward the betterment of bookselling in this particular field and that the experience thus gained will be continuously valuable to the trade.

One other campaign has been under our roof, and that was the proposed Co-operative

Advertising Plan, which had been formulated last summer. The American Booksellers' Association and the interested publishers agreed to give the idea a full canvass and our Association, altho not directly interested in its start, provided the headquarters for the work of the special secretary, Mr. Joseph Anthony, who carried on the canvass between July and October. Much good publicity for books and reading was obtained during those experimental weeks, which indicated possibilities that may lie in this direction. When the canvass was completed on October first, while a large proportion of the trade publishers of the country had subscribed according to the percentage outlined, it was shown that there was not more than two-thirds of the proposed \$100,000 in sight. During those few months also, the conditions in the trade had radically changed and the tide against present prices left the publishers largely without good working margins, and it seemed a very doubtful policy to proceed with the program. The subscriptions were therefore cancelled, and Mr. Anthony's work completed, by a vote of the Committee of twelve, consisting of six representatives of the booksellers and six from the publishers. Since then, this Association has appointed a committee of three to keep this program in mind for possible future development.

One of the important functions of our office must be the encouragement and establishment of new bookstores, and already many are turning to us for help and inspiration, altho it has not been a fall when many efforts in this direction would be undertaken. The Secretary has been consulted several times by those thinking of starting in, and two small stores have been opened.

From information collected, a budget of probable expenditures has been arranged for a small shop and it is part of the program of the Association to collect further information on the question of budgets, so that more complete help in this direction can be given. Information was supplied to two houses that wished to develop book-fairs, and their plans were successfully carried thru. Both on the question of starting shops and developing book-fairs there is oftentimes need of giving discouragement as well as encouragement.

Out-of-town managers of stores have frequently come to the office for sales suggestions, and as the headquarters become better known, help in this direction can be more widely supplied. A file has been kept of available managers for bookstores or departments, and anyone desiring a new manager can obtain suggestions.

There are many cities where bookstores could be advantageously started, and as soon as business conditions settle a little, means will undoubtedly be found to encourage progress in that direction. The office is developing files of material to help booksellers: pictures of stores, windows and displays, statistics of store costs, etc.

The work of the various campaigns is building up in our office valuable mailing lists

which will be kept for future campaigns, or can be used by any members who wish lists for their own purposes.

It has been deemed part of the work of the Secretary to represent the cause of publishing or book distribution at conferences or conventions, where such representation might prove advantageous. Increased interest of librarians in the general cause of book distribution has been a decided help to booksellers, and thus to general book sales. In CHILDREN'S BOOK WEEK the librarians did tremendous work in encouraging home buying of books. The Secretary has spoken during the fall on the subject of publishing and book distribution at the State Library Conventions of Illinois, New York, Pennsylvania and New Jersey, and provided speakers for Ohio and Connecticut. Besides this, he has addressed the meeting of Chicago publishers and retailers which led to the forming of the Booksellers' League, attended the National Stationers' Convention at St. Louis, and has also talked on book distribution to several other groups near-by.

Several times during the fall there have appeared in the public press comments on publishing conditions and practices that were unfair or unfortunate from the publishers' point of view, and the Secretary assumed the responsibility of seeing that these criticisms were answered. Several articles that appeared in the public press on the general subject of books or book distribution have been inspired by material provided by this office.

It has been in the minds of your Committee that we must fully develop the idea of secondary groups among our membership, in order that the special interests of each house should be fully cared for, and the office stands ready to supply the machinery for the forming of any group for this purpose. RELIGIOUS BOOK WEEK has been an effort in that direction, and it is hoped that a conference of medical publishers may take advantage of our facilities.

Suggestions for really helpful activities are constantly coming up, and there seems to be an ever-broadening field in which concrete and constructive work can be done. The Association can gradually become a source of information on all types of needed figures for publishing, and the office hopes that members will call for any information desired. If it is not at hand it probably can be collected, and then filed for a possible future demand. Statistics of helpful matter for the retailer should soon be carried further, and the files of exhibits for the retailer will be steadily increased.

It is to be hoped that the publishers may not have to face this year as many labor problems as have been faced thus far, but it has undoubtedly been shown that when such issues do come up, the advantages of a solidly organized front are inestimable.

Altho a membership of fifty is not all that is desired or needed, this represents a larger proportion of the trade than is usually found gathered in an organization just starting, and the unflagging attention to the Asso-

ciation's interests of the officers and Executive Committee has made the work progress much more rapidly than could have been thought possible. The past four months have proved the necessity for the Association; it now remains to develop it systematically and persistently to the greatest possible usefulness.

FREDERIC G. MELCHER.

Adventures of a Bookseller

By Ketch

MONDAY, in the bookstore, is a busy day; not that there is a great rush of trade, but from the fact that there are so many little things to be done. So Mr. Ondeck and Miss Gentleways—of the religious department—were busy dusting books, when the Rev. Mr. Tellit entered and greeted them. Monday for the Ministry is a day of rest, and the Rev. Tellit never failed to appear in the bookstore on that day.

"Good morning, children," said he, cheerfully.

"Good morning, sir," they answered, leaving their labors to await his commands.

"So pleased to see you both at church yesterday. Reciprocity is the soul of trade, you know."

And the Rev. Tellit sat heavily down in a chair. He was a good-natured, kindly man.

"Yes," said Mr. Ondeck. "Consequently: what can we do for you today?"

"Well, sir," said the Minister, "First I wish to catechise you both. Tell me, what did you get out of the service?"

"I got a great deal out of it," said Miss Gentleways. "The sermon was all about doing good regardless of the consequences."

Mr. Ondeck, who had dozed during the sermon, had a moment of panic, but recovering, said:

"The text was 'All things to all men.'"

"Good!" exclaimed Rev. Tellit, with a twinkle in his eye. "Between the two of you, the whole service is preserved. That is a splendid average. Splendid!"

At this moment a lady entered, and, coming up to Miss Gentleways, said she had some books to mail, and wondered if Miss Gentleways would have them wrapped for mailing.

"Certainly," exclaimed that lady. "No trouble at all."

And she hurried down to the shipping room. She was no sooner gone than a gentleman

Volume of 3,000,000 Words

A BILL providing for the binding of all Federal civil statutes in one volume has passed the House of Representatives. Grouping of the laws under one cover, with an index, has been advocated by judges and attorneys. The volume contemplated in the bill would contain approximately 3,000,000 words.

entered, and greeting Mr. Ondeck, asked him for some information.

"I don't want to buy anything—but can you tell me who wrote Ecclesiastes?"

Mr. Ondeck explained that there was no certain known author, but that it was attributed to Solomon. After profuse thanks, he departed.

Miss Gentleways had by this time returned with the wrapped parcel, and after expressing her gratitude, the lady took her parcel and departed.

She was hardly out of the store before Mrs. Homebody came down the aisle, carrying a large basket, which she placed carefully upon the floor, then said to Miss Gentleways:

"My daughter will be in soon to get this basket. Would you be kind enough to see that she gets it?"

"Certainly, Mrs. Homebody, I'll see that she gets it."

At this precise moment, a lady came up to Mr. Ondeck, and greeting him by name, said:

"I hate to have to ask you to do this, but would you be so kind as to stop on your way home and leave this at Mrs. Tanner's?"

Mr. Ondeck was quite obliging, and the good lady departed with a pleased smile.

At this moment the Rev. Tellit took off his glasses, and looking from Mr. Ondeck to Miss Gentleways, exclaimed:

"Well! Well! WELL! To think of finding two people practicing what I preach! Here, in the heart of trade, to discover two altruists! I am delighted."

Mr. Ondeck looked at Miss Gentleways, and the two burst out laughing.

"Altruism nothing," said Miss Gentleways.

"It's good business," whispered Mr. Ondeck.

"Hurray!" exclaimed the Rev. Tellit, rising. "You have given me the theme for my next week's sermon. 'Christianity as a Business Force.'"

And he departed in high spirits.

JOHN V. A. WEAVER, recently called "the Ring Lardner of American Poetry," has a new volume of poems, "In American" (Knopf). The poems are written in the American vernacular and portray types gathered during Mr. Weaver's newspaper and army experience.

HOUGHTON MIFFLIN COMPANY states in its answer to a questionnaire from the State Department of Labor and Industry that the firm is exporting books to more than twenty foreign countries.

In The Field of the Retailer

"Sure We Sell Stamps!"

By Dudley A. Siddall

THIS sign is getting to be quite the regular thing in cigar stores—and thereby hangs a tale.

Twenty years ago the drugstore man was in many ways like the bookseller of today. He was the town's philosopher and friend. His place of business was the more or less unprofitable neighborhood club. And he usually was about three calls behind the bill collector because he had to carry a tremendous variety of stock; some of which went dead and a great deal of which had a slow turnover.

Because of the nature of his business he couldn't even cry "Buy a Drug a Week" with any prospect of success. About all he could do was to put some blue, red, and green bottles in the window and hope for the best.

Then, all unaware of the results he was to get, the town druggist developed an enormous trade in postage stamps, city directories, and telephones. When people wanted any of those three items they automatically steered for the druggist's.

The stamp-phone-and-directory customers were disgustingly healthy. They didn't want drugs. But as time went on, the druggist discovered that this class of trade easily became interested in sidelines. So today, you can find drugstores carrying everything from Ford parts to three course lunches—and the drugstore man has become a leading merchant, with an inclosed car, a fur-coated wife, a deep concern in tax laws, 'n everything. The sales of drugs and medicines of all kinds has mounted steadily year by year. Corn-plasters, tooth paste, asperin, face powder, toilet goods, and many other lines have mounted right along with the canned heat stoves, playing cards, near-ivory clocks, factory built sandwiches, and patent belts.

Is there a lesson in this for the bookseller? It all depends.

For one thing, it depends on the bookseller's

town. It many towns the druggist these last few years has shamefully neglected the trade that really made him. He has no city directory, he has no stamps, and he is insulted if permission is requested to use his phone. A smart bookseller could in no time at all, attract dozens of people into his store for these three things every day with excellent prospects of inoculating a goodly proportion of them with the bookbuying germ.

Perhaps the stamp-directory-and-phone trade is already being well taken care of. Then it behooves the bookseller to study out some other form of a "feeder" that his townsmen will appreciate.

What does your town need that it hasn't got?—can you supply it at either a profit or low cost?—can you get a large number of non-book buyers to use it, and thus expose themselves to the contagion of the bookbuying germ?

How about a ticket desk where clubs, etc. can sell tickets for public entertainments.

Have you room enough to install a few chairs, a right-time clock, and a sign in your window inviting your townspeople to make your store a meeting place for their shopping trips?

Is there a demand for out-of-town papers, or magazines, that is not properly supplied?

Literally hundreds of feeders—ranging from picture postcards to a public committee room and from baseball scores to comfort station facilities—are successfully employed by various types of stores thruout the nation.

The whole idea boils down to this: if you install a feature in your store that fills a need met by no other merchant in your town you will soon have numerous people unconsciously "browsing around." And every bookseller knows from experience that it's with easy step a "browser" climbs into the pasture of buyers.

Harpers' Dealer Service

IN line with the general spirit that is developing among the publishers to give concrete and general help to the retailer, Harper & Brothers have come forward with a new plan of display assistance, which is perhaps in a little different vein from anything that has yet been attempted. Mr. Richardson of their Publicity Department, whose work on the "Bubble Books" publicity is well known, has outlined to the retailer a series of display shipments that will be sent out about every two months, beginning with January 15th.

This material, going out to the dealer in a flat box, will enable him to make interesting

window display in a very short space of time. The first shipment naturally plays up the big January book of Harper's by Zane Grey, but the big poster also endeavors to put over the "Buy A Book A Week" slogan, and at the bottom carries the name of another half dozen books by various authors that have been recently issued and still carry a good selling value.

Later set-ups will also emphasize this feature of playing up reading as a whole and carrying along books that are still running. This will tend to tie the whole publicity into one campaign.

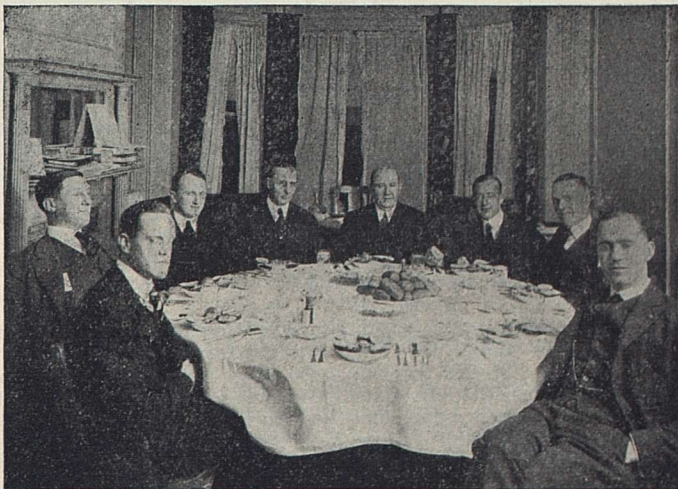
Artists Flock to Tahiti

INTEREST aroused in Tahiti by the latter day appreciation of the painting of Gauguin and that rather unpleasant novel said to have been founded on incidents in Gauguin's life—Somerset Maugham's "The Moon and Sixpence"—has attracted a number of artists and writers to the islands. All aspects of scenery and life in the islands are being committed to paper and canvas with great diligence.

Every steamer brings new recruits and the offices of editors and the galleries of art dealers are threatened with an early avalanche of South Sea Island material which menaces the pre-eminence of copra as the principal article of export from the Port of Papeete.

Lansing's New Book

IT has been announced from Washington that within a month of President Harding's inauguration, former Secretary of State Robert Lansing is to publish, thru Houghton Mifflin Company, his account of the Peace Conference, based on the diary that he faithfully kept all the time that he was in Paris. Mr. Lansing's book follows that of Bernard Baruch, who was there on an economic mission, and its publication might seem likely to hasten the publication of something from President Wilson, as it is expected that Mr. Lansing's opinions on the action of the Conference differ radically at many points from those of the President.



ON JANUARY 6, A DINNER WAS GIVEN TO HUGH ELLIOTT BY HIS ASSOCIATES OF THE HOUGHTON MIFFLIN SELLING STAFF. MR. ELLIOTT HAS JUST RESIGNED FROM THE HOUGHTON MIFFLIN SALES DEPARTMENT AFTER FIFTEEN YEARS OF SERVICE. AROUND THE CIRCLE ARE: MESSRS. PRATT, LEUSSLER, LOVE, BRUCE, ELLIOTT, TICKNOR, GEARS AND FREDENBURG

Philadelphia Booksellers

THE January meeting of the Booksellers' Association of Philadelphia, held at the Franklin Inn Club Friday, January 31st, was called "Optimist Night." The optimistic speakers on this occasion were: Leigh Mitchell Hodges, famous for his Optimist Column in the *North American*; Samuel Scoville, Jr., member of the Philadelphia Bar, and author of "Everyday Adventures;" and George B. Hynson, President of the Biddle Press, and author of "Down Yan," who read several of his optimistic poems. This was also the annual meeting, at which officers for the ensuing year and three directors to serve for a term of three years were elected.

"Amenities of Bookselling"

THE announcement that the *Atlantic* is to have an article entitled "Amenities of Bookselling" will be of immediate interest to all in the book-trade, especially to the retailers, as the *Atlantic's* articles on book-trade affairs have been among the most important contributions to recent developments. The article is written by H. C. Porter, a young man who observed bookselling from the point of view of a new clerk in a San Francisco bookstore. The editor of the *Atlantic* informs us that Mr. Porter has now left for a trip around the world on a freighter, which indicates that distance will amply protect him from anything that he may have said about the shortcomings of the retailing profession.

A Bookseller in Fiction

Department Store Buyer Is Lucian Cary's Heroine

WE have become quite used to having the librarian figure in fiction. Margaret Widdemer brought her forth sentimentally in "The Rose Garden Husband," and Sinclair Lewis has made Carol Kennicott a national symbol. It has remained for Lucian Cary, former Literary Editor of the Chicago *Evening Post* to introduce us to the manager of a department store bookshop as the heroine of *Saturday Evening Post* fiction. When the many millions of readers of the *Saturday Evening Post* picked up their numbers of December 25th, they found that the leading fiction was a story to run in three parts, called "The Trouble With Women," and Sophie Adams, whose experiences are narrated, had been the assistant librarian of the Belleville Public Library, and, having found that too deadening an experience, had gone to New York to take charge of Millman's book department, which seems to be situated about half way between Lord & Taylor's and Stern's.

The editors of the PUBLISHERS' WEEKLY were quite thrilled to find that the several million readers were thus introduced to the name of the PUBLISHERS' WEEKLY, a journal of which they had probably never heard before, but which Sophie devoured along with her chicken salad at lunch time. For this free advertising we feel deeply grateful to Mr. Cary and to the *Post*. We are sorry to report that in later issues it developed that Sophie became so absorbed in a young artist that she had less and less time for intensive study of her profession, and by this time she is off the subscription list altogether.

It is worth noting that Miss Adams was one of the best three book salesmen in Manhattan Island, and Mr. Cary's description of her talent in this direction is worth quoting:

"Sophie Adams was one of the three salesmen on Manhattan Island who really knew books, and as a book salesman she habitually made quick estimates of people's tastes. Perhaps that is the secret. Perhaps she was able, in that brief scene on the sidewalk, to learn more about Sands than another and more worldly-wise woman could have learned, so that she acted not merely out of her kindness but on sound knowledge. Perhaps Sophie Adams knew what she was doing.

"Sophie Adams could tell at a first glance whether a young man was likely to be interested in Henry James' Letters or Thompson on Scientific Management; and, if by chance the young man was the literary sort, she knew almost on the instant whether to show him James Joyce's latest and most obscure novel or Scott Fitzgerald's "This Side of Paradise"; and of course it was no effort

for her to decide at sight which of two smartly-dressed young women would like a new novel by Kathleen Norris and which was looking for more psychoanalysis."

We were also pleased to note further along in the story that she sold recent books in hundred lots to Mrs. Ogden for her Long Island residence at the opening of the summer season, a suggestion of bookselling enterprise that might well be copied by other department managers. We were glad to note that she had developed a group of standing order customers, who relied implicitly on her judgment in sending out books. More could be done in the general trade with this idea if it were conscientiously carried out. We are glad to report that the *London Mercury* was on her reading table and that Clyde Bell's book on art, so continuously promoted by the Sunwise Turn Bookshop, was the book in her library that caught the attention of the aforementioned young artist. This latter volume is described as an "intransigent book," and Mr. Cary goes on to say that Sophie is an "intransigent person."

There seems to be some little reflection on the city travelers in the third installment, when the story says "Sophie went back to work at Millman's the next morning. The autumn tide of books was now in full flood. Great packages of new books came in daily from the publishers for her examination. As many as two hundred new books were issued in a single week. Sophie sat up till midnight every night acquainting herself with them." It seems unfair that city men should not have taken the books in instead of sending them in a package, and then she could have had the personal explanation of the traveler without being obliged to confront this enormous output all by herself. Two hundred books a week was certainly a flood tide, and we can imagine the number of packages it must have meant.

There is, however, so much that is pertinent that is brought in about the book business that it seems a little gratuitous to quote her final attitude toward public libraries: "When she had managed the Belleville Public Library and decided that she would be an old maid, growing a little grimmer and a little more industrious with the years, she had told herself that the building up of the Belleville Public Library would not satisfy her girlish dreams but at least it would be useful. The chance to go to Millman's had changed all that. Millman's book department seemed the great adventure." While the bookstore has been a little late in getting into fiction circles, it can be seen by this last quotation that it is going to give the library a good run for first position.



SIDE-WALK CROWDS LIKE THIS WERE THE RESULT OF THE FINE WINDOW DISPLAYS THAT J. K. GILL CO. OF PORTLAND, OREGON, PUT IN FOR CHILDREN'S BOOK WEEK, A PUPPET SHOW WAS IN ACTION IN ONE

The Columbia Milton

IN 1910 at the time of the celebration of the three hundredth anniversary of the birth of Milton, public attention had been called to the fact that despite his preeminent place in English letters there was no single definitive and complete collection of his writings, both prose and poetry, Latin and English, in existence. It was accordingly decided that the editing and publication of such a definitive edition of Milton's entire works should be assumed by Columbia University as a scholarly undertaking which it was believed would be a distinct contribution to the history of English literature.

Various unforeseen contingencies, and the conditions arising out of the War, made it impracticable to proceed with the undertaking as planned. Arrangements, however, have now been made for the preparation and publication thru the Columbia University Press of such a definitive edition of the complete works of Milton, chiefly under the editorship of members of the Department of English and Comparative Literature of the University. Steps have already been taken to carry out this plan, and the works of Milton under the general editorship of Professor W. P. Trent, assisted by Professors Erskine, Ayres, Haller, Patterson, Krapp and others, will begin to appear from the press in 1922.

It is the confident hope that the Columbia University Edition of Milton will be accepted as a standard work.

The edition of Milton will extend to eight volumes, large octavo:

Vol. I. Poems, English and Latin. Edited by John Erskine, F. A. Patterson, and W. P. Trent.

Vol. II. Anti-prelatical tracts and divorce tracts. Edited by C. L. Powell and H. M. Ayres.

Vols. III. & IV. Political tracts. Edited by H. M. Ayres and William Haller.

Vol. V. The History of Britain, letters, etc. Edited by George Philip Krapp.

Vols. VI. & VII. Christian Doctrine, etc. Edited by W. P. Trent and Lloyd Bevan.

Vol. VIII. Annotations and Bibliography. Edited by F. A. Patterson and Mark Van Doren.

The first volume will contain a chronology of Milton's life and works. In each succeeding volume will be printed the section of the chronology pertinent to the works included in that volume, and each volume will include the notes of textual criticism and whatever other material is necessary to make the volume self-explanatory. In the final volume will appear more elaborate annotations, a bibliography of Milton, and a general index. Each volume will contain from four to five hundred pages.

In addition to the standard library edition, the work will be published in a limited numbered edition, subscriptions for which will be placed on file in the order of their receipt.

\$25.00 for a Retail Salesman

for the best article on

How to Stock a Bookstore?

If you were running a bookstore for yourself, what principles and methods would you follow in selecting and keeping up your stock of (1) Standard Books, (2) New Publications?

This competition is open to anyone in a retail bookstore excepting only the owners or managers.

Second Awards for especially meritorious contributions.

Articles can be printed unsigned if the competitor so chooses.

Mail Answers By or Before Jan. 31st.

(Time extended from Jan. 25th by request.)

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of November:

FICTION

The Top of the World. By Ethel M. Dell.
Putnam.

The Valley of Silent Men. By James Oliver
Curwood. *Cosmopolitan.*

The Age of Innocence. By Edith Wharton.
Appleton.

Harriet and the Piper. By Kathleen Norris.
Doubleday.

This Side of Paradise. By F. Scott Fitzgerald.
Scribner.

Kindred of the Dust. By Peter B. Kyne.
Cosmopolitan.

GENERAL

White Shadows in the South Seas. By Fred-
erick O'Brien. *Century.*

Now It Can Be Told. By Philip Gibbs. *Harper.*

Vagabonding Through Changing Germany. By
Harry A. Franck. *Harper.*

Memoirs of the Empress Eugénie. By Comte
Fleury. *Appleton.*

"That Damn Y." By Katherine Mayo.
Houghton.

An American Idyll. By Cornelia S. Parker.
Atlantic.

Shops

KENELM Digby, in the New York *Evening Post*, *Literary Review* has several notes on New York Book shops which show that he is no stingy receiver. He says:

"We know also that The Little Book Store, at 51 East Sixtieth, has a hearth where a real fire crackles on cold afternoons and before which you can sit on a comfortable sofa to read books or reviews. There is an exceptionally good collection of modern fiction and poetry in that shop. When Mesdames Klots, Sachs, and Robbins opened it they sent out an announcement on which was printed a famous stanza of Emily Dickinson's.

*There is no frigate like a book
To take us lands away,
Nor any coursers like a page
Of prancing poetry.*

Among booksellers who have the right idea we delight to honor the name of Mr. Ernest Gee, who says: 'On Wednesday evenings we are open until eleven, for the benefit of those who cannot come in during the day and for those who, instead of going to the theater or club, might like to spend an evening among books, either reading or talking about them.' We cry, with unction, Gee!"

Among the Publishers

A Week's Gleanings of Book-trade News

"THE NEW SPIRIT" by Havelock Ellis and "The Temptation of St. Anthony" by Gustave Flaubert have been added to the *Modern Library* (Boni and Liveright).

THE CREATOR of the famous Arsène Lupin, Maurice Leblanc, has written a new romance in a new vein, "The Eyes of Innocence," just published by the Macaulay Company.

APPLETON REPORTS that negotiations are under way for the production of a play next season to be based on Edith Wharton's widely read novel, "The Age of Innocence."

JAMES QUAYLE DEALEY considers government from the viewpoint of sociology and shows the will of the people rather than law as the basis of the state in his "The State and Government," to be published by D. Appleton & Company this week.

A SERIES of critical studies of noteworthy Englishmen already issued in London under the title of "Mirrors of Downing Street" by "A Gentleman With a Duster," appears this month from G. P. Putnam's Sons. Guesses on the identity of the "Gentleman" are in order.

MISS ANZIA YEZIERSKA, author of "Hungry Hearts," a collection of stories of immigrant life containing "The Fat of the Land," in Edward J. O'Brien's opinion the best short story of 1919, has accepted an engagement to give a series of readings from her book for the New York Board of Education.

MORE REAL adventures of the sort that made Enos Mills' "Adventures of a Nature Guide" stimulating reading for all out-of-door enthusiasts appear in the naturalist's new book, "Waiting in the Wilderness" (Doubleday). Mr. Mills writes again of the wild life of the Rockies where he lives the year round in a mountain cabin.

SIR PHILIP GIBBS has just assumed the editorship of the English *Review of Reviews*, the magazine established by the late W. T. Stead. Sir Philip states that he will not change the character of the *Review*. The first issue under his direction included articles by G. K. Chesterton, John Masefield and H. G. Wells.

A NEW EDITION of "The Van Dyke Book" (Scribner) is edited by Maxwell Struthers Burt, author of "John O'May and Other Stories." New material published since the original edition prepared by Edwin Mims will be added and the arrangement will be somewhat changed.

JAMES BRANCH CABELL's first book since the publication of "Jurgens" is to appear soon from McBride. "Figures of Earth" is the story of marvelous adventures in a legendary country.

ARNOLD BENNETT, whose drama, "Sacred and Profane Love," was presented here last season, satirizes modern society in a new play, "Body and Soul," to be published by Doran this month.

A NEW Harold Bindloss novel is to be published January 28th by Frederick A. Stokes Company. "Lister's Great Adventure" is concerned with treasure seeking on the Gold Coast.

ANOTHER EXAMPLE of the realistic novel of American life for which Mary S. Watts has become known is published this week by the Macmillan Company under the title, "The Noon-Mark."

THE BARONESS ORCZY continues the career of "The Laughing Cavalier," the hero of her book of the same name, in a new romance of intrigue and adventure, "The First Sir Percy" (Doran.)

THE PUBLICATION of Frederick O'Brien's "Mystic Atolls of the South Seas," delayed because of the author's desire to aid in filming and dramatizing his famous "White Shadows of the South Seas," is now a matter of only a short time. (Century.)

THE FIFTH in the series of George Jean Nathan's books on the theater is called "The Theatre, The Drama, The Girls" (Knopf). Since Gordon Craig has announced that Nathan is the best of all modern theatrical critics and the *Detroit Sunday News* has announced that he is the worst, there seems to be nothing to do but to read his books and see.

SOME SIGNIFICANT titles that have recently been added to the Grosset & Dunlap *Popular Copyrights* are Zane Grey's "The Desert of Wheat," Gilbert Parker's "Wild Youth and Another," W. B. Maxwell's "The Devil's Garden," Edgar Rice Burroughs' "Jungle Tales of Tarzan," Frank Bacon's "Lightnin'," and Alexandre Bisson's play, "Madame X," novelized by J. A. McConaughy.

ANOTHER POSTHUMOUS William De Morgan novel is to be published by Henry Holt & Company in February. It is said that "The Old Man's Youth and the Young Man's Old Age" is largely autobiographical and is written with the author's characteristic humor and delight in detail.

Changes in Prices

ISAAC PITMAN & SONS

Electric Wiring Diagrams, W. P. Maycock, \$2.10.
 Auditing, Accounting and Banking, F. Dowler and E. M. Harris, \$3.10.
 Electric Motors and Control Systems, L. Gasher and J. S. Dow, \$6.50.
 How to Become a Private Secretary, J. E. McLachlan, \$1.50.
 Flax Culture and Preparation, Prof. F. Bradbury, \$4.00.
 Guide to Life Assurance, S. G. Leigh, \$1.50.
 Electric Lamp Industry, J. Percival, \$1.00.
 Indexing and Precise Writing, Jones, \$1.10.
 French Tourist Vade Mecum, 65c.
 Telegraphy, Telephony and Wireless, J. Poole, \$1.00.
 Perfumery, the Raw Materials, etc., J. E. Parry, \$1.00.
 Textile Calculations, J. H. Whitman, \$9.00.
 \$1.00.

Obituary Notes

SIR WILLIAM JAMES GAGE, President of W. J. Gage & Company of Toronto, the largest manufacturing stationers and wholesale distributors of educational books in the Dominion of Canada, died in that city on January 14th at the age of 71. He entered the old firm of Adam Miller & Company in 1874, two years later became the head of it, and afterward changed the name to his own. He was also President of the Kinleith Paper Mills, of the Educational Book Company, and founder and President of the National Sanitarium Association.

He was knighted for his earnest work and generous financial support of the fight against tuberculosis in Canada.

In 1910 he was elected President of the Toronto Board of Trade and the following year organized and became first President of the Associated Boards of Trade of Ontario.

COLONEL HEMAN PAGE SMITH, well known to the publishing trade died January 15, in Brooklyn. He was formerly a member of the school book publishing firm of Richardson, Smith & Co. Colonel Smith served as a first lieutenant in the First Regiment of Heavy Artillery of Maine and was badly wounded at the battle of Petersburg.

MARGARET STEELE ANDERSON, for twelve years literary editor of the Louisville *Evening Post*, died January 16. She was the author of "The Study of Modern Painting," and "The Flame in the Wind."

Potter Brothers Retire

On January first the Potter Brothers Company, San Francisco, which has been in the bookselling field in California for about three years discontinued its business activities, and the concern was taken over by Chandler & Gayton, under the name of the California School Book Depository. The new proprietors are representing many school book publishers in California and will be open for depository propositions from any educational publishers not now represented in that State.

Communications

The Auto Blue Book Co.

Editor, PUBLISHERS' WEEKLY:

A rumor is being spread—with no kindly interest behind it—that the Automobile Blue Book Publishing Company is bankrupt and that no Blue Books will be published for 1921.

When Mark Twain was one time apprised of his own death, he said the news was greatly exaggerated!

Well, we're not dead yet. Moreover we haven't the slightest idea of dying and are not going to!

The truth of the matter is that in order to conserve our resources during the present temporary slump in the automotive industry, as the result of a friendly suit there was appointed a receiver or rather two of them, one of whom is our President, Mr. Robert Wolfers.

All 1921 Blue Books are in process of preparation, three 1921 Volumes have already been published and all the other volumes will be published right on schedule time—bigger, better and with a greater sale than ever before!

In the interest of fair play, help us to spike the rumor if it gets to you.

We hope the coming year will be as successful and prosperous for you as we expect it to be for us. Blue Books have been published every year for twenty years now and they will continue to be published—and will always be as they have always been the recognized Touring Guides of America.

THE AUTOMOBILE BLUE BOOK PUBLISHING CO.

S. S. Glass,
 Manager Book Sales.

January 12, 1921.

Personal Notes

STANLEY M. RINEHART, advertising manager of George H. Doran & Company, has now taken over the added responsibility of the advertising management of *The Bookman*.

Periodical Notes

THE CENTURY Company has taken over, beginning with the issue of January 15th, *The American Golfer*, which was established in 1908 by Walter J. Travis. It will be issued as a semi-monthly, with Grantland Rice as editor.

Business Notes

NEW YORK CITY.—A petition in bankruptcy has been filed against Frank W. Hall Publishing Company, Inc., publisher of calendars and novelties, at 21 East Fourth Street. Judge Hand has appointed Arthur Y. Dalziel receiver, \$5,000 bond. It is stated that the liabilities are about \$60,000 and the assets about \$20,000.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Allen, Marian

The tail of Dapple-grey. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The story of a wooden horse who lived in a doll's house.

The toy-cupboard mouse. 29 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The adventures of a mouse who lived in a doll's house.

Aristotle

Aristotle on the art of poetry; tr. by Ingram Bywater; with a preface by Gilbert Murray. 95 p. O N. Y., Oxford Univ. Press pap. \$1.15

Atheniensium Respublica recognovit brevique adnotatone critica instruxit F. G. Kenyon. [A treatise on the Constitution of Athens.] 78 p. O (Oxford classical texts) N. Y., Oxford Univ. Press pap. \$1.15; \$1.60

Atherton, Mrs. Gertrude Franklin Horn

The sisters-in-law; a novel of our time. 341 p. D [c. '21] N. Y., Stokes \$2 n.

A story of society in San Francisco, which begins on the day of the great fire in 1906 and ends in France in 1918.

Atkinson, Wilmer

Wilmer Atkinson; an autobiography. 394 p. il. O c. '20 Phil., Wilmer Atkinson Co., 232 W. Washington Sq. \$3.50 bxd.

The author is editor emeritus, *Farm Journal*, Philadelphia.

Bacon, Frank

Lightnin'; after the play of the same name by Winchell Smith and Frank Bacon; with il. from photographs of the play. 292 p. front. (por.) pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap, 1140 B'way \$1

Albertus, Magnus

Book of Egyptian secrets for man and animal; 4 v. in one; [in German.] 264 p. D Milwaukee, Wis., C. N. Caspar. 454 E. Water St. bds. \$2.50 n.

Bacon, Roger, ed.

Secretum secretorum; cum glossis et notulis; tractatus brevis et utilis ad declarandum quedam obscure dicta fratris Rogeri nunc primum edidit Robert Steele; Accedunt versio Anglicana ex Arabico edita per A. S. Fulton; versio vetusta Anglo-Normanica nunc primum edita; opera hactenus inedita Rogeri Baconi. 64 p. facsm. O N. Y., Oxford Univ. Press pap. \$12.60

Bartholomew, Marshall, and Lawrence, Robert

Music for everybody. 128 p. O (Religious educ. texts) c. '20 N. Y. & Cin., Abingdon Press \$1

Bascan, L.

Manuel pratique de prononciation et de lecture françaises; phonétique; transcriptions phonétiques; peu de théorie beaucoup de pratique; édition revue et corrigée. 228 p. D N. Y., Dutton \$1.50 n.

Bell, Charles Wheeler

The good old days; il. by Fontaine T. Fox, jr. 52 p. nar. O '20 c. '11-'20 Louisville, Ky., The Standard Printing Co., 220 S. 1st St. pap. 50 c.

Humorous bits on the manners and morals of yesterday and today.

Berg, David E.

Personality culture by college faculties. 127 p. tabs. D (Teacher recruiting ser.) [c. '20] N. Y., Institute for Public Service, 423 W. 120th St. \$1.50

Partial contents: Low levels of teacher personality; Candle power of teacher personality; Ten grades of teaching ability.

Pick your prof; or, Getting by in college. 31 p. S N. Y., Institute for Public Service pap. 25 c.

Humorous essays on college professors and students.

Bindloss, Harold

Lister's great adventure. 304 p. front. D [c. '21] N. Y., F. A. Stokes Co., 443 4th Ave. \$2 n.

A tale of a treasure reclaimed on the gold coast of Canada. Published in England under title "The Head of the House."

Barker, E. Frye

Frye genealogy; [including Adrian of Kittery, Maine, 1663; John of Andover, Mass., 1638; Joshua of Virginia, 1720; Thomas of Rhode Island, 1669; names of 3000 descendants brought down to date.] 200 p. il. O N. Y. [Author], 15 West 107th St. \$15 [150 copies]

Corrected entry.

Bender's lawyers' diary for 1921; 30th ed. various paging c. Albany, N. Y., Matthew Bender & Co. \$6 n.

Blakemore, Arthur Walker

Make your will; a guide to the drafting of a valid will under the laws of any state. 10+187 p. D c. '20 N. Y., Appleton \$1.25 n.

Partial contents: Forms and essentials; Provisions of will; Execution of will; Codicils. The appendix is made up of the laws for every state in the Union.

Blakeslee, George Hubbard, ed.

Mexico and the Caribbean; Clark University addresses. 10+363 p. O N. Y., G. E. Stechert & Co. \$4 n.

Addresses delivered at the 7th Conference upon International Relations, held at the University, May 20, 21 and 22, 1920.

Bleackley, Horace

The monster. 340 p. D N. Y., Doran \$2 n.
The story of the tragedy of the modern industrial system.

Bottom, Phyllis

The second fiddle; il. by Norman Price. 263 p. front. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Bower, B. M., pseud (Bertha Muzzy Sinclair, Mrs. Bertrand William Sinclair)

Cow-country; with front. by Frank Tenney Johnson. 249 p. D c. Bost., Little, Brown & Co., 34 Beacon St. \$1.75 n.

A story of ranch life in Southern Wyoming.

Brown, Henry Collins, ed.

Valentine's manual of old New York; no. 5; new series. 19+271 p. col. front. col. pls. (part fold.) pls. D [c. '20] N. Y., Valentine's Manual, Inc., 15 E. 40th St. \$7.50; 1/2 leath \$15; full leath. \$25 bxd.

Burroughs, Edgar Rice

Jungle tales of Tarzan; il. by J. Allen St. John. 319 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Burroughs Wellcome & Co.

The "Wellcome" photographic exposure record and diary; 1921. 260 p. front. (por.) tabs. il. exposure calculator (chart) T N. Y., Burroughs Wellcome & Co., 18-20 E. 41st St. \$1
Corrected entry.

Cameron, Charlotte

A Cheechako in Alaska and Yukon. 291 p. il. O N. Y., Stokes \$6 n.

Carpenter, G. D. Hale

A naturalist on Lake Victoria; with an ac-

count of sleeping sickness and the tse-tse fly. 24+333 p. col. front. pls. (part col.) tabs. charts fold. map O N. Y., Dutton \$10

Some of the results of the forty months spent in the tropics studying diseases. There are also many chapters in which the author describes the uninhabited islands of Lake Victoria.

Chown, Alice A.

The stairway; [a novel]. 340 p. D c. '20 Bost., The Cornhill Co., 2A Park St. \$2 n.

Cohen, Octavus Roy

Six seconds of darkness. 299 p. D '21 c. '18 N. Y., Dodd, Mead \$1.75 n.

The story of a mysterious murder, to which three persons confess within one hour.

Conwell, Russell Herman

The angel's lily; [foreword by Charles E. Miller]. 131 p. front. (por.) D [c. '20] Phil., The Judson Press, 1701 Chestnut St. \$1.25

Lectures which the author delivered some years ago. The book also contains "The history of Temple University."

Cox, Guy Henry, and others

Field methods in petroleum geology. 305 p. il. S c. N. Y., McGraw-Hill \$4 n.

Cubberley, Ellwood Patterson

Readings in the history of education; a collection of sources and readings to illustrate the development of educational practice, theory and organization. 21+684 p. il. pors. tabs. O (Riverside textbooks in education) [c. '20] Bost., Houghton Mifflin \$3.75 n.

A supplementary volume to the author's "History of Education," recently published.

Dane, William Meade

From the Rapidan to Richmond and the Spottsylvania campaign. 216 p. il. O c. '20 Balt., Green-Lucas Co., Hanover & Fayette Sts. bds. \$2.50

Davis, Carlyle Channing

The Holy Land; before and after the World War; tracings of its weirdly tragic history and redemption. 209 p. front. (map) D [c. '20] Bost., The Roxburgh Pub. Co., 61 Court St. \$1.50 n.

A history of Palestine, from a period before the birth of Christ until the entrance of the British troops under General Allenby.

Black, Forrest R.

Should trade unions and employers' associations be made legally responsible? 4+35 p. O (Special report no. 10) c. '20 N. Y., National Industrial Conference Bd., 10 E. 39th St. pap. 75 c. n.

Bordenkircher, Sam

A new system of billing for wholesalers [in Grocery trade.] 13 p. forms O Cleveland, O., H. Carr, Caxton Bldg. priv. pr. [not for sale]

Brown, Jean H.

The honorable Mrs. Ling's conversion; [a drama.] 35 p. O c. '20 N. Y., Interchurch Press pap. 35 c.

Bynner, Witter [Emanuel Morgan, pseud.]

Pins for wings; [with caricatures by Ivan Opffer and William Saphier.] 32 p. O [c. '20] N. Y., Sunwise Turn, 51 E. 44th St. pap. \$1.25

Church, A. H.

Elementary notes on conifers. 32 p. O (Botanical memoirs, no. 8) N. Y., Oxford Univ. Press pap. 90 c.

Form-factors in coniferae. 28 p. O (Botanical memoirs, no. 9) N. Y., Oxford Univ. Press pap. 90 c.

Clark, William Andrews, jr.

The library of William Andrews Clark, jr.; modern English literature; collated and comp. by Robert Ernest Cowan and William A. Clark, jr. no paging Q San Francisco, Cal., J. H. Nash, 340 Sansome St. priv. pr. [50 copies]

Clarke, John Joseph

The housing problem; its history, growth, legislation and procedure; with an introd. by Brig.-General G. Kyffin-Taylor. 19+544 p. (4 p. bibl.) D N. Y., Pitman \$7.50 n.

Derrick, Giles

New pocket dictionary of the English-Hungarian grammar; containing a short English grammar, commercial correspondence, etc. 462 p. S Milwaukee, Wis., Casper bds. \$2 n.

Ditchfield, Peter Hampson

Old village life; or, Glimpses of village life through all ages. 12+253 p. front. pls. il. plans D N. Y., Dutton \$2.50

Partial contents: Prehistoric peoples; The village of Roman times; The village in the 13th century; The Reformation period; The Stuart period; The village in the 19th century and in modern times.

Dowst, Henry Payson

The man from Ashaluna. 4+278 p. D [c. '20] Bost., Small, Maynard & Co., 41 Mt. Vernon St. \$1.75

Drake, Durant

Shall we stand by the church?; a dispassionate inquiry. 181 p. D c. '20 N. Y., Macmillan \$2 n.

Most of these lectures have appeared in *The Hibbert Journal*, *The American Journal of Theology*, *Psychology*, *Religious Education* and other periodicals.

Drexel, Jeremias

Considerations on eternity from the Latin of Jeremias Drexelius; tr. by Sister Marie José Byrne; ed. by Rev. Ferdinand E. Bogner. 11+208 p. D Cin., F. Pustet Co. \$1.50

Dutton, Charles J.

The Underwood mystery. 305 p. D c. N. Y., Dodd, Mead \$1.90 n.

The story of the mysterious death of a wealthy broker at a New England summer resort, with evidence pointing to four people with equal force.

Dunning, William Archibald

A history of political theories from Rousseau to Spencer. 9+446 p. (11 p. bibl.) O N. Y., Macmillan \$4 n.

Ellis, Havelock, i. e. Henry Havelock

The new spirit. 9+292 p. S (The modern library, no. 95) N. Y., Boni & Liveright 95 c. n.

Ellison, Edith Nicholl

The desert and the rose. no paging il. D c. Bost., Cornhill Co. \$2 n.

Emmons, William Harvey

Geology of petroleum. 624 p. il. maps O c. N. Y., McGraw-Hill \$6 n.

Eno, Henry Lane

Activism. 208 p. D c. '20 Princeton, N. J., Princeton Univ. Press \$1.50

Eytinge, Bruce

Flying guide and log book; 1921 ed., rev. and enl. to date. 150 p. il. O c. N. Y., Wiley \$2.50 n.

Farrer, William

An outline itinerary of King Henry the First; reprinted by permission of Messrs. Longmans, Green & Co.; from the English Historical Review, v. 34, July and October, 1919. 182 p. O N. Y., Oxford Univ. Press \$8

Fortescue-Brickdale, John Matthew

A text-book of pharmacology and medical treat-

Felice, Roger de

French furniture; Louis XV. 132 p. il. D (Little books about furniture) N. Y., Stokes \$1.50 n.

Fenn, Amor

Design and tradition; a short account of the principles and historic development of architecture and the applied arts. 20+376 p. front. il. pls. O (Universal art ser.) N. Y., Scribner \$10

An history of historic style, embracing architecture, pottery, textiles and furniture.

Finlay, James Ralph

The cost of mining; a discussion of the production of minerals; with remarks on the geologic, social and economic foundations upon which it rests. 3rd ed., entirely rev., enl. and reset. 11+532 p. maps diagrs. O [c. '09-'20] N. Y., McGraw-Hill Bk Co., 370 7th Ave. \$6 n.

Flaubert, Gustave

The temptation of St. Anthony; tr. by Lafcadio Hearn. 280 p. S (The modern library, no. 92) N. Y., Boni & Liveright 95 c. n.

Fletcher, Joseph Smith

The orange-yellow diamond. 321 p. D c. N. Y., Knopf \$2 n.

A mystery story in which an old pawnbroker is murdered and robbed the crime being fastened upon a bystander in the shop. The scenes are laid in and around London.

Ford, Sewell

Torchy and Vec. 307 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Frazer, Lilly, Lady

Asinette; a French story for English children; with text il. by H. M. Brock. 6+212 p. D N. Y., Dutton \$1.50 n.

A French reader, with vocabulary.

Gorton, Arthur Treat, and others

Complete English for grades; book 1. various paging il. D c. '20 N. Y., Hinds, Hayden & Eldredge, 11 Union Sq. \$1

Gourmont, Remy de

Philosophic nights in Paris. no paging D c. '20 Bost., John W. Luce & Co., 212 Summer St. bds. \$1.75

Graeve, Oscar

The brown moth. 329 p. D c. N. Y., Dodd, Mead \$2 n.

A novel of every day life in New York.

Grey, Zane

The desert of wheat; a novel; il. by W. H. D. Koerner. 376 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

ment for nurses. 14+392 p. il. col. pls. C N. Y., Oxford Univ. Press \$10

Foss, Louis O.

History of Stony Brook Township; from the first settlement to 1918. 280 p. il. pors. O c. '20 Minneapolis, Minn., Augsburg Pub. House, 452 South 4th St. priv. pr.

Griscom, Ellwood, jr.

Americanization; a school reader and speaker. 255 p. front. pls. pors. D c. '20 N. Y., Macmillan \$1 n.

Short articles for advanced grammar school grades.

Gunn, J. Alexander

Bergson and his philosophy; with an introd. by Alexander Mair. 22+190 p. (34½ p. bibl.) front. (por.) D N. Y., Dutton \$2.50 n.

Partial contents: Life of Bergson; The reality of change; The relation of body and soul; Freedom of will; The gospel of intuition; Relation to religion and theology.

Hall, Alfred Daniel

Fertilisers and manures. 15+384 p. pls. tabs. charts D N. Y., Dutton \$2.50 n.

Hamilton, Clarence Grant

Music appreciation; based upon methods of literary criticism. 296 p. (134 p. bibl.) il. music charts pors. diags. O [c. '20] Bost., Oliver Ditson Co., 179 Tremont St. \$2.50

Partial contents: Types of piano music; Types of chamber and orchestral music; Types of vocal music.

Hamilton, Cosmo

Who cares?; a story of adolescence; with il. by Richard Cutler. 342 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Hanshew, Thomas W. [Charlotte May Kingsley, pseud.], and Hanshew, Mary E.

The riddle of the mysterious light; front. by Walter de Maris. 323 p. D '21 c. '20-'21 Garden City, N. Y., Doubleday, Page \$1.60 n.

Another detective story in which Cleek and Scotland Yard appear again.

Harris, Corra May White [Mrs. Lundy Howard Harris]

Happily married. 287 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

Haskell, Oreola Williams

Banner bearers; tales of the suffrage campaigns. 350 p. D c. '20 Geneva, N. Y., W. F. Humphrey \$1.50 n.

Havell, Ernest Binfield

A handbook of Indian art. 7+222 p. front. pls. O N. Y., Dutton \$10 n.

A concise survey of the subject of Indian art, including architecture, sculpture and painting. The author was keeper of the art gallery, Calcutta.

Hennig, W. E.

How to wind direct current armatures. 205 p. il. O c. '20 Milwaukee, Wis., Casper \$4 n.

Gullett, H. S., and Barrett, Charles, eds.

Australia in Palestine; art ed. David Barker. [A soldier's book.] 14+154 p. pls. (part col.) Q N. Y., Oxford Univ. Press \$5.25 n.

Heroes and kings; with numerous il. in black and white. 168 p. O (Bible readings for schools) N. Y., Oxford Univ. Press 80 c.

Italy America Society

Addresses delivered at the banquet in honour of H. E., the royal Italian ambassador, Baron Romano Avezzano, Hotel Astor, N. Y., Feb. 24, 1920. 37 p. il. facsim. por. O N. Y., Italy America Society, 23 West 43rd St. priv. pr.

Hill, Ruth

Robert E. Lee; a story and a play. 58 p. D (Little folks plays of American heroes) [c. '20] Bost., Badger \$1

A play for the grammar grades.

Holmes, Edmond Gore Alexander

The secret of happiness; or, Salvation through growth. 10+360 p. O N. Y., Dutton \$5 n.

Partial contents: The failure of feudalism; The meaning of growth; The poles of nature; growth through conscience; Physical well-being; Spiritual well-being

Hope, Sir William Henry St. John

An introd. to English liturgical colours. 90 p. D N. Y., Macmillan \$2.40 n.

Hopkins, Alfred

The English village church; exteriors and interiors. various paging il. pls. Q [c. '21] N. Y., William Helburn, 418 Madison Ave. \$12.50

Irwin, Wallace Admah [Ginger, pseud.]

Seed of the sun. 352 p. D [c. '21] N. Y., Doran \$2 n.

The story of two New York girls who go to California to work the fruit ranch they inherit, and the activities of a Japanese society which operates to force out American fruit growers.

Janet, Pierre Marie Félix

The major symptoms of hysteria; 15 lectures given in the Medical school of Harvard university. 2nd ed., with new matter. 23+345 p. il. diags. D N. Y., Macmillan \$2.75 n.

June roses for the Sacred Heart. 151 p. front. (por.) Tt N. Y., P. J. Kennedy 50 c. n.

Daily readings in verse and prose for the month of June.

Kendall, Ralph Selwood

Benton of the Royal Mounted; a tale of the Northwest Mounted Police. 315 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Kennedy, James

The complete Scottish and American poems of James Kennedy. 3rd rev. ed. 244 p. D N. Y., J. S. Ogilvie Pub. Co., 241 W. 37th St. \$1

Kingsford, H. S.

Seals. 59 p. (1½ p. bibl.) front. il. pls. D (Helps for students of history, no. 30) N. Y., Macmillan pap. 50 c.

Seals of cities and ecclesiastics.

Japan Paper Co.

Achievement; a treatise on one of the factors in the advancement of the art of printing; with examples. 59 p. O N. Y., Japan Paper Co., 109 East 31st St. priv. pr.

Kenyon, Sir Frederick George

International Scholarship; presidential address delivered at the annual meeting of the British Academy, July 21, 1920. 14 p. O (British Academy ser.) N. Y., Oxford Univ. Press pap. 70 c.

Leach, Eugene Walter

Racine; an historical narrative. 200 p. il. pls. pors. Q Racine, Wis., United Commercial Travelers Council no. 337 [not sold]

Kraepelin, Emil

Manic-depressive insanity and paranoia; tr. by Mary Barclay; ed. by George M. Robertson. 280 p. il. O Chic., Chicago Medical Bk. Co., 345 S. Honore St. \$6

Kreymborg, Alfred

Plays for merry Andrews. 177 p. O c. '20 N. Y., The Sunwise Turn \$2.25; special ed. \$10 [50 copies]

Partial contents: Vote the new moon: a toy play; Uneasy street: a folk play; The silent waiter: a tragi-comedy.

Larkin, Clarence

Dispensational truth; or, God's plan and purpose in the ages. 3rd ed., rev. and enl. 3+176 p. front. il. charts O [c. '20] Phil., [Author], Fox Chase \$2.50

Lebanc, Maurice

The eyes of innocence; tr. by Alexander Teixeira de Mattos. 185 p. front. D c. '20 N. Y., The Macaulay Co., 15 W. 38th St. \$1.50

The romance of a young woman, who is the victim of plots and snares and pitfalls, but who foils them all by her purity and innocence.

Leverage, Henry

The ice pilot; front. by Rudolph Tandler. 8+294 p. D c. Garden City, N. Y., Doubleday, Page \$1.00 n.

The adventures of a man who was shanghaied and taken to the sea of the frozen north, the ship being bound on a raid upon the seal rookeries.

Loosmore, W. Charles

Nerves and the man; a popular psychological and constructive study of nervous breakdown. 10+223 p. O [c. '21] N. Y., Doran \$2.50 n.

Partial contents: The call of nature; Poise and serenity; Cheerfulness; Laughter; Self-suggestion; Work, interest and hobbies; Music and the emotions. Index.

MacBean, L.

Marjorie Fleming's book; the story of pet Marjory; together with her journals and her letters; to which is added Marjorie Fleming; a story of child-life 50 years ago by John Brown; introd. by Clifford Smyth. 25+225 p. front. il. chart map S (The modern library, no. 93) N. Y., Boni & Liveright 95 c. n.

McConaughy, J. W.

Madame X; from the play of the same name by Alexandre Bisson; il. with scenes from the photoplay. 311 p. front. pls. D (Popular copyrights) [c. '10] N. Y., Grosset & Dunlap \$1

Lloyd, J. W.

Co-operative marketing of horticultural products. 15 p. O (Agric. experimental station bull. 244) Urbana, Ill., Univ. of Illinois pap. gratis

Lowe, M. D.

War history of the 18th (S) battalion Durham Light Infantry; with a foreword by H. Bowes. 19+205 p. il. map O N. Y., Oxford Univ. Press \$5.65

Lloyd-Williams, Grace

Trois légendes; la légende de St. Christophe; L'amant fidèle; Le chevalier au Baril; illustré par M. Sankey; with questions, exercises and a vocabulary. 80 p. O N. Y., Oxford Univ. Press \$1.15

Marriott, Charles

Modern movements in painting. 12+268 p. col. front. pls. (part col.) O (Universal art ser.) N. Y., Scribner \$7.50

Partial contents: Naturalism; The birth of impressionism; Impressionism in France; Cézanne, Gauguin and Van Gogh; Post-impressionism in England. Index.

Martindale, G. G.

Introductory. 159 p. D (Catholic thought and thinkers) N. Y., P. J. Kenedy \$1.75 n.

The aim of this new series will be to give the reader pictures of eminent Catholic thinkers, and a sufficient statement of what they thought.

Maxwell, William Babington

The devil's garden; il. with scenes from the photoplay. 444 p. front. pls. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap \$1

Mérimée, Prosper

Colomba; préface d'Augustin Filon. 12+180 p. front. (por.) S (Collection Gallia) N. Y., Dutton 75 c. n.

Mertins, Gustave Frederick

The twilight soul. [verse] 93 p. O c. '20 Montgomery, Ala., The Paragon Press \$1.50 [1000 copies]

Miller, David Hunter

International relations of labor; lectures delivered before the Summer school of Theology of Harvard University, June, 1920. 77 p. (2 p. bibl.) D c. N. Y., Knopf \$1.50 n.

The author was legal advisor of the American Mission to Negotiate Peace.

Mills, Enos Abijah

Waiting in the wilderness. 13+241 p. front. pls. D '21 c. '20-'21 Garden City, N. Y., Doubleday, Page \$2.50 n.

Adventures among the peaks of the Rocky Mountains, in which the author weaves romance with the beauty and peace of the country.

Mills, D. Y.

The boys that ran away. 57 p. S (Missionary stories) N. Y., Macmillan pap. 50 c. n.

A tale of missionary work in Africa.

Nathan, George Jean

The theatre, the drama, the girls. 361 p. D c. N. Y., Knopf \$2.50 n.

Partial contents: The actor in criticism; The play of yesterday; On character acting; The Russian and the American dramatist; Blonde versus brunette; The Chinese play; The cinema; Back of the scenes of the press-agency.

McGovern, Terry, and others

How to box to win; How to build muscle; How to breathe, stand, walk or run; How to punch the bag; a book of health and strength; reprinted by permission of New York Evening World. 7+185 p. il. c. '20 Chic., Shrewsbury Pub. Co. pap. 40 c. n.

Mann, Jacob

The Jews in Egypt and in Palestine under the Fatimid Caliphs; a contribution to their political and communal history based chiefly on Genizah material hitherto unpublished. v. 1. [1969 C. E.] 1204 C. E.] 280 p. O N. Y., Oxford Univ. Press \$5.65

Nelson, Harriet S.

Fruits and their cookery. 12+209 p. D [c. '21] N. Y., Dutton \$2 n.
Receipes for healthful fruit dishes.

New York (The) World

The *World* almanac and encyclopedia; 1921. 896 p. tabs. D N. Y., The Press Pub. Co., Pulitzer Bldg. pap. 50 c. n.

Norwood, Gilbert

Greek tragedy. no paging pls. O Bost., Luce \$5

Ober, Frederick Albions

A guide to the West Indies, Bermuda and Panama; with maps and many il.; 3rd rev. ed.; with up-to-date facts and figures. 9+533 p. front. pls. col. fold maps tabs. D '20 c. '08-'20 N. Y., Dodd, Mead \$3.50 n.

Ogden, George Washington

The land of last chance; front. by P. V. E. Ivory. 338 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Okakura, Kakuzo

The ideals of the East with special reference to the art of Japan; [intro. by Nivedita, of Ramakrishna-Vivekananda.] 21+227 p. D N. Y., Dutton \$3 n.

Partial contents: The primitive art of Japan; Buddhism and Indian art; The Asuka period: 550-700 A. D.; The Meiji period: 1850 to the present day. The author, a native of Japan, has written this book in English.

Onslow, Lola

The little china dog. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The story of a dog who lived on the mantel-piece. The story of Mr. Noah. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The adventures of a toy Noah and his ark.

Palmer, W. Scott

The confession of Jacob Boehme; with intro. by Evelyn Underhill. 153 p. S N. Y., Knopf \$2 n.

Parker, Sir Gilbert i.e. Horatio Gilbert

Wild youth and another; with il. by Frank B. Hoffman. 290 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Pearse, A. W.

The world's meat future; an account of the live stock position and meat prospects of

all leading stock countries of the world; with full lists of freezing works; with an introd. by Sir Owen Cox. 2nd ed. 16+335 p. front. il. tabs. pls. O N. Y., Dutton \$8 n.

Perris, George Herbert

The battle of the Marne. 300 p. maps D Bost., Luce \$3.50 n.

Polly Ann. 6 p. Q (Cut-out paper dolls)

Phil., Jacobs pap. 50 c.

Pratt, Margaret Swain, comp.

National costumes of the Slavic peoples; drawings by Margaret Hubbard; descriptive notes and col. pl. by Esther Peck. [compiled by the Bu. on Pageantry and the drama, National Bd., Y. W. C. A.] no paging il. obl. O c. '20 N. Y., The Womans Press, 600 Lexington Ave. bds. \$3

Designs of costumes from authentic sources, made in black and white, with color keys.

Quiller-Couch, Sir Arthur Thomas [Q., pseud.]

True Tilda. 7+401 p. D (Popular copyrights) [c. '09] N. Y., Grosset & Dunlap \$1

Rhodes, James Ford

History of the United States from the compromise of 1850 to the McKinley-Bryan campaign of 1896; new ed. 8 v. various paging il. maps O N. Y., Macmillan \$25 n. set

Richardson, George

A book of ceilings; [the Adam period.] various paging il. pls. F N. Y., William Helburn \$12.50

Roberts, Peter

The problem of Americanization. 9+246 p. D [c. '20] N. Y., Macmillan \$1.60 n.

Partial contents: What is Americanization?; The approach to the foreign-born; Teaching English; Lectures and entertainments; The goal in Americanization.

Robertson, Archibald Thomas

Luke the historian in the light of research. no paging O c. '20 N. Y., Scribner \$2.50 n.

Roux, Louis Alexandre

A first French course; il. by George H. Whitney. 15+304 p. front. il. D (Macmillan French ser.) N. Y., Macmillan \$1.40 n.

Rubin, W. B.

The Bolsheviks; [a play.] no paging D c. Bost., Cornhill Co. \$1.50 n.

Neilson, M., and Ballard, A.

1—A terrier of fleet, Lincolnshire; from a manuscript in the British Museum; 2—An Eleventh-century inquisition of St. Augustine's, Canterbury. 85+214; 27+34 p. O (Records of the social and economic history of England and Wales, v. 4) N. Y., Oxford Univ. Press \$9.45

Nilsson, Martin P.

Primitive time-reckoning; a study of the origins and first development of the art of counting time among the primitive and early culture peoples. 14+384 p. O (Acta societatis humaniorum litterarum lundensis, 1.) N. Y., Oxford Univ. Press pap. \$9.45

Passages for English repetition; selected by Masters at Uppingham school; [an English poetical

anthology.] 8+168 p. O N. Y., Oxford Univ. Press \$1.80

Patten, Bradley Merrill

The early embryology of the chick. 9+167 p. (6 p. bibl.) O c. '20 Phil., Blakiston \$2.25 n.

Picciotto, Cyril M., ed.

The British year book of international law, 1920-21. 8+292 p. O N. Y., Oxford Univ. Press \$7.50 n.

Prucha, M. J., and Harding, H. A.

Elimination of germs from dairy utensils; 1—By rinsing; 2—By drying in sun and air. 31 p. tabs. O (Agric. experimental station bull. 230) Urbana, Ill., Univ. of Illinois pap. gratis

Sabin, Alvah Horton

Red-lead and how to use it in paint; 3rd ed., rewritten and enl. 11+139 p. il. O [c. '17-'20] N. Y., Wiley \$2 n.

St. Patrick, Mother

Victoire de Saint-Luc; a martyr under the terror; with foreword by the Rev. C. C. Martindale. 9+120 p. front. (por.) D N. Y., Longmans, Green \$1.40 n.

Schwamb, Peter, and others

Elements of mechanism; 3rd ed. rewritten, reset, and enl. 7+372 p. il. O c. N. Y., Wiley \$3.50 n.

Simonds, Ossian Cole

Landscape-gardening. 10+338 p. il. plans O (Rural science ser.) N. Y., Macmillan \$6 n.

Speare, Morris Edmund, and Norris, Walter Blake, eds.

Vital forces in current events; readings on present-day affairs from contemporary leaders and thinkers. 7+284 p. D [c. '20] Bost., Ginn & Co. 88 c. n.

A collection of discussions on economics.

Stafford, Thomas Polhill

The study of the Holy Spirit. 143 p. D [c. '20] Phil., The Judson Press bds. \$1

An interpretation of Biblical teachings.

Stansfield, Alfred A.

El horno eléctrico; [tr. of author's The electric furnace into Spanish.] 406 p. il. O c. '20 N. Y., McGraw-Hill \$5 n.

Taft, William Howard, and others

On getting on; [a message to men.] 48 p. nar. Tt c. '20 Brattleboro, Vt., Ullery & Co., Ullery B'ldg. 25 c.

Terse essays on success by prominent Americans.

Taft, William Nelson

On secret service; detective-mystery stories based on real cases solved by Government agents. 356 p. D [c. '21] N. Y., Harper & Bros., Franklin Sq. \$2 n.

Twenty-four stories of the experiences of operatives of the Secret Service.

Thayer, Lee [Mrs. H. W. Thayer]

That affair at "The Cedars"; front. by Clarence Rowe. 303 p. col. front. D c. Garden City, N. Y., Doubleday, Page \$1.60 n.

A story of the mysterious death of the heroine's husband, upon the return of her former lover.

Tracy, Frederick

The psychology of adolescence. 10+246 p. (8 p. bibl.) O (Handbooks of moral and religious ed.) N. Y., Macmillan \$3 n.

Trumbull, Charles Gallaudet

The life story of C. I. Scofield; [the editor-in-chief of the Scofield reference Bible.] 138 p. il. O N. Y., Oxford Univ. Press \$2.50 n.

Scott, William Robert

William Cunningham, 1849-1919; [a] memoir. 10 p. O (British Academy) N. Y., Oxford Univ. Press 70 c.

Tin, Maung, tr.

The expositor; Attasalini; Buddhaghosa's com-

Vernède, Robert Ernest

Port Allington stories. 13+323 p. D [c. '20] N. Y., Doran \$1.90 n.

Warde, Frederick B.

Fifty years of make-believe. 6+310 p. front. (pors.) pls. (pors.) D c. '20 N. Y., International Press Syndicate, 711-732 Tribune Bldg. \$1.50

Reminiscences of an actor, which give intimate sketches of Adelaide Neilson, H. J. Montague, Edwin Booth, Charlotte Cushman, John McCullough, Lawrence Barrett and others of the time.

Watts, Mrs. Mary Stanbery

The noon-mark. 336 p. D c. '20 N. Y., Macmillan \$2.50 n.

A novel of New York life.

Weekes, B. K.

Convict B.14; a novel. 304 p. D [c. '20] N. Y., Brentano's \$1.90 n.

The adventures of a man involved in a murder mystery, who, despite his prison sentence, overcomes many difficulties.

Wells, Carolyn [Mrs. Hadwin Houghton], comp.

The book of humorous verse. 25+986 p. O [c. '20] N. Y., Doran \$7.50 n.

Wend, Milton

Jot; the quick-writing system. 24 p. D [c. '20] N. Y., [Author] Tribune B'ldg. pap. \$2

A manual of abbreviations for rapid writing in longhand.

Weston, George

You never saw such a girl. 240 p. D (Popular copyrights) [c. '18-'19] N. Y., Grosset & Dunlap \$1

White, Charles Henry

Methods in metallurgical analysis. 2nd ed., rev. 9+356 p. (3 p. bibl.) il. tabs. D [c. '15-'20] N. Y., Van Nostrand \$3 n.

Williams, Kenneth P.

The dynamics of the airplane. 8+138 p. il. O (No. 21 of Mathematical monographs) c. N. Y., Wiley \$2.50 n.

Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]

The great pearl secret; front. by Julian De Miskey. 258 p. D c. Garden City, N. Y., Doubleday, Page \$1.90 n.

The story of the mysterious pledging of the Tzarina's famous pearls.

Woolsey, Theodore Salisbury, jr.

Studies in French forestry. 7+550 p. il. O c. N. Y., Wiley \$6 n.

Young, A. P.

The elements of electro-technics. 8+348 p. front. diagrs. plans il. pls. charts D N. Y., Pitman \$3.10 n.

An explanation of the fundamental principles of the electrical industry in England.

mentary on the Dhammasangani; the first book of the Abhidhamma Pitaka; v. 1; ed. and revised by Mrs. Rhys Davids. 20+288 p. O (Pali text society's translation ser., v. 8) N. Y., Oxford Univ. Press \$4.50

The Publishers' Weekly

62 West 45th Street, New York

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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Next "Outstanding" Number

The PUBLISHERS' WEEKLY for February 12th will be the Travelers' Number, filled with personal sketches and portraits of travelers and buyers, lists of department stores having book sections, news about the forthcoming spring books of all publishers, etc., etc.

Material for the reading columns should be sent in at once. Advertisements also, should reach us early, in order to submit proofs.

Many extra copies of this special number are mailed to buyers for personal use. It is one of our issues that is preserved for reference thruout the year.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE bronze death mask of Napoleon Bonaparte, made by his physician Dr. F. Antommarchi, was recently sold at the American Art Galleries for \$180.

The Prints Division of the New York Public Library announces that in its series of exhibitions demonstrating the making of prints it has reached Japanese prints which will be on exhibition in the Print Gallery until April 15.

The American Art Galleries recently took a full page in one of the daily papers to advertise auctions. These sales included four books sales, with several inches given to each sale and the items to be sold on each occasion.

An exhibition of etchings just opened at the Kennedy Gallery gives the first place to Rembrandt, and he is surrounded by the work of a number of early Dutch etchers. The exhibition also embraces a unique collection of the complete works of Antoine Waterloo.

A collection of American and foreign bookplates gathered by the late Dr. Henry C. Eno including plates by Paul Revere, Nathaniel Hurd, Maverick and other early American designers and engravers, and also, a fine original impression of Washington's bookplate, will be sold at the American Art Galleries January 25.

Rare Americana from various consignors including a consignment from London will be sold by Charles F. Heartman in Rutland January 25. The sale includes broadsides of the Revolutionary War period, early American fiction, Colonial tracts, books concerning the North American Indians, early naval history, the Stamp Act, the Revolutionary War and the War of 1812.

The latest news bulletin of the Italy America Society, of this city, contains a bibliography of one hundred worth while books on phases of Italian history, culture and achievement. A still more extensive bibliography will be issued later and a special Dante bibliography will be issued in connection with the Dante commemoration this year.

The *Print Collector's Quarterly*, published in this country seven years under the editorial management of Fitzroy Carrington, of the Boston Museum of Fine Arts, which was suspended in 1917 on account of the war, is to be revived under the editorship of Campbell Dodgson, Keeper of Prints and Drawings at the British Museum, and published in London by J. M. Dent & Sons, Ltd.

According to the London *Times* the Soviet government of Russia will follow the nationalization of publishing and trade in books by

nationalizing all book property. The scholar will no longer own his own library but will be dependent entirely upon the government. One may well ask what is to become of "the great, mighty, true and free Russian language" of Turgenev.

Volume I of the *Bookplate Magazine*, published by the Morland Press, Ltd., London, dealt principally with the work of English bookplate artists and contained many designs by Frank Brangwyn, H. J. Stock, Robert Gibbings, and other leading British artists. Volume II will be concerned mainly with the work of foreign artists, and arrangements have been made to publish a series of articles dealing with the bookplate in Spain, France, Belgium and other Continental countries.

The Frederic Gallatin, Jr., collection of books on ornithology will be sold by order of the estate of Theodore N. Vail at the Anderson Galleries February 1 and 2. This collection contains 465 lots and includes sets of the rare and valuable works of Elliot and Gould, an original edition of Audubon's "Birds of America" with original drawings by him and many works of lesser importance. The collection is said to be the choicest and most extensive of its kind ever sold at auction in this country.

The destruction of irreplaceable census returns back to the foundation of the government, which took place in Washington a few days ago, illustrates anew our constitutional carelessness in caring for government archives and other invaluable collections. For nearly a half century there has been a repeated demand for a commodious and safe archives building; during this period tens of millions of dollars have been expended for public buildings in small towns; and yet this need has been considered and as often delayed. In the five years between 1910-15 it is said that there were ninety-one fires on government premises in Washington and yet this frequent reminder was ignored, and we now see the result. Some years ago there was a similar situation of lesser importance in this state. The need for adequate and safe quarters for the State Library at Albany was long recognized, but nothing came of it. Finally came the Capitol fire and the destruction of documents, records and rare and unique historical material, and the agitation was over, but at what costs! Many valuable libraries and historical collections, in all parts of the country, are housed in cramped and unsafe quarters. Wherever such conditions exist the agitation should be taken up with vigor and persistence. There is danger in delay, as we have been learning by repeated experience.

The sale of Americana rarities from the collections of Mrs. W. M. Brickner and Mrs.

J. C. Wilmerding, both of this city, at the Anderson Galleries, January 10, 11 and 12, realized \$24,946.15—perhaps a third more than any one had expected that they would bring. Prices, however, were uneven; a few rarities sold moderately low; more brought unexpectedly high prices; even the ordinary books averaged well. The sales were pretty well distributed altho Dr. Rosenbach led all others in the purchase of the more valuable lots. The orderly book evidently kept by a British subaltern, from April 18, 1775, to October, 1777, written on over 200 small quarto pages and giving an account of the battles of Lexington, Concord, Saratoga and the surrender of Burgoyne, brought \$620. The signed bookplates of Gardiner Chandler, David Green and William Wetmore, engraved by Paul Revere—three of the four plates engraved and signed by him—brought \$37.50, \$35 and \$38 respectively. The two Maryland broadsides, the first containing "His Excellency's Speech to the General Assembly," undated, the second "The Assembly's Answer to His Excellency's Speech," December 2, 1708, printed by Thomas Reading at Annapolis, both unrecorded and ante-dating the hitherto supposed first printing in the state by eighteen years brought \$1,260. The autograph letter of Button Gwinnett, signer of the Declaration of Independence from Georgia, written in the third person for his wife, sold for \$1,025. Other rare items and the prices which they brought were the following: the rare pamphlet "The People the Best Governors" without name of author or publisher, printed in 1776, brought \$240; Dunlap's *Pennsylvania Packet*; or *General Advertiser*, April 17, 1775, to November, 1776, irregular, forty-three numbers, covering a critical period, \$290; "Proceedings of the Supreme Executive Council of the State of Pennsylvania in the Case of Major General Arnold," 1779, Arnold having been accused of appropriating the public wagons of the State for his private use, \$560; Beck's "Gazeteer of the State of Illinois," 1823, rare first edition, \$230; a broadside "Proclamation for encouraging Men to Enlist for the Defense and Security of the Colony," by Governor Dinwiddie, of Virginia, 1754, believed to be the only copy in existence, \$255; Galvano's "The Discoveries of the World from their first originall unto the Yeere of our Lord, 1555," rare first English edition, \$405; Increase Mather's "Dissertation wherein the Strange Doctrine Lately Published in a Sermon, the Tendency of which is to Encourage Unsanctified Persons to approach the Holy Table of the Lord, is Examined and Confuted," Boston, 1708, \$385; Nathaniel Morton's "New England's Memoriall," Boston, 1721, second edition, \$230; Thomas Moore's "New York Pocket Almanac," 1771, printed by Hugh Gaine, \$230; "A Conference Between a Parish-Priest and a Quaker," 1725, published for the preventing of the deceipts of priestcraft in America, \$460; "A short account of the First Settlement of the Provinces of Virginia, Maryland, New

York, New Jersey and Pennsylvania by the English," London, 1735, one of two known copies, \$560.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, January 17th and 18th, at 2:30 o'clock. Rare and curious books from the library of Joseph Cauffman, Esq., of Philadelphia, and from other sources. (No. 1271; Items 589.) Stan V. Henkels, Auction Commission Merchant, 1304 Walnut St., Philadelphia, Pa.
Tuesday afternoon, January 18th, at 2:30 o'clock. A reader's library from Illinois: books of art, travel, sport, history, general literature, etc. (No. 173; Items 360.) The Walpole Galleries, 10 East 49th Street, New York.

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George Sand, Letters to Her Daughter.
Surtee's Analysis of the Hunting Field, Duffield Rept.

Kay Neilson, Powder Puff and Crinoline.
Cuuperus, Old People, cheap copy.
This Side of Paradise, First edition.
Bishop, Writing to Rosina, two copies.
Yellow Book and Savoy, odd volumes.
Menchen, Bierce, Barrie, Saltus and Locke, Quote all first editions.

Stevenson, Some Letters by; Iliad of the East.
M. M. Dodge, Rhymes and Jingles, 1874, or Any.
Lena or the Silent Woman, by author of Rita, Franklin Sq. Lib. by Harper.

The Morgensons, Mrs. Stoddard.
Wit and Humor of E. S. Monkshood, John Minton.
Blackwood, Pan's Garden.
Fiske, Myths and Myth Makers.

Beerbohm, Seven Men.
Zoe Aiken, Declasse, 1st ed. in novel form.
Rhymes and Recollections, Wm. Thom.
Paper Money Lyrics, Thos. Love Peacock.
Ridgely Torrence, Rider of Dreams (cheap) Ed. Play.

W. H. Allen, 3417 Walnut St., Philadelphia, Pa.
Grotius, De jure belli ac pacis tr. Whewell, 1853.
Van der Bent, Hygiene of Man's Dwelling.
Vickers, England in Later Middle Ages, 1914.
Walker, Science of International Law, 1893.
Weale, Papers on Architecture, 4 vols., 1844.

Allen Book and Printing Co., 454-456 Fulton St., Troy, N. Y.

Corkey, For Conscience Sake.
Gardner, Mehitabel.
Vaughan, St. Thomas Aquinas, Van Bethuysen, Albany.

Mitchell, S. Weir, Madeira Party.
Practical Stair Builder, C. Edward Loth, A. J. Bicknell & Co., 1869.

Marbury, Favorite Flies, Houghton M.
History of Surbiton-on-Thames, Martin.
Williamstown and Williams College, Perry.
Baedeker, Russia.

Asia, vols. 1 to 16, Any numbers or volumes.
Ball, Theory of Screws, Cambridge U. Press.
Holman, Telescopic Mirror Scale Method.
Bateson, Mendel's Principles of Heredity.
Hedrick, Goursat's Course in Mathematical Analysis, volume 1.

Ravenel, Eliza Pinckney.
Otto Jahn, Life of Mozart.
Marcia Penfield Snyder, Eight Lands in Eight Weeks.

Pellison, Roman Life in Pliny's Time, Jacobs.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Systematic Theology by Butler, Ransom & Dunn, second-hand sets.

Maclaren's, Expositions of Holy Scripture, 25 volume edition.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Set of Ebers, State edition and binding.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.
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Moldenke, Production of Malleable Castings.
Thomas Walsh, Gardens Overseas. (Span. tr.).
Lovett, Grandmother's Stories from the Land That Used To Be.

O'Key, Paris and Its Story, ill. Ward & Kimball.
Baldwin, Flush Times in Alabama, two copies.

Associated Students' Store, University of California, Berkeley, Cal.

Smart, Distribution of Income, 1912 ed., Mac.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Blair's English Rhetoric.

Return of Peter Grimm, three copies.

Barnie's Bookery, 727-729 E St., San Diego, Cal.

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Grove's Dictionary of Music, 5 vols., latest ed.

Life of Joseph Mazzini, Boston, 1872.

The Beacon Book Shop, 26 W. 47th St., New York

Harris, The Man Shakespeare.

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Earle, Curious Punishments Bygone Days.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

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Kellys, Thomas Directories.

Any American-Foreign Language Code.

A. F. Bird, 22 Bedford St., Strand, London, Eng.

The Saturday Evening Post, 1911.

Bloch Publishing Co., 16 W. 23rd St., New York

Old Test, vols. of Int. Crit. Comm.

Cohen, Jewish Life in Modern Times.

Mielziner, Introduction to Talmud.

Pinski, Temptations.

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The Cheerful Blackguard, by Roger Pocock.

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 The Revigor Gogol, Yale University Press, 1908.
 Biographical History of Philosophy, Lewes.
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 Dona Perfecta, trans. by Serrano, Galdoz.
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 Camp, Yale: Her Campus, Classrooms and Athletics.
 Dwight, Memories of Yale Life and Men.
 Two Centuries of Christian Activity at Yale.
 Beers, Ways of Yale.
 Pageant Book, Yale Press.
 Stokes, Memorials of Eminent Yale Men.
 Belloc, Trans. Bedier, Tristan and Iseult.
 Gasquet, Henry VIII and the English Monasteries.
 J. M. Stone, Reformation and Renaissance.
 First Editions of Philip Gibbs, Chesterton, H. G. Wells.
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 Roman Society from Nero to Marcus Aurelius, Dill.
 Roman Society in the Last Century of the Western Empire, Dill.
 Belloc, H. Servile State.
 Any Works of Edgar Saltus.
 Adams, Mont-Saint-Michel, 2nd hand.
 Wm. Stirling, Some Apostles of Physiology, Waterlow, London, 1902.
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DeQuincey's Opium Eater, edited by Richard Garnett.

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Lectures on Steam Engines by Perason.
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Garthowen by Allen Raine.
Tent Dwellers by Albert Bigelow Paine.

John S. Brownne, 17 W. 43rd St., New York
Galen, Claudius, Opera Omnia Editionem Curavit, Carolus Gottlieb Kuhn, Lipsie, 1821-33, 20 vols., 8vo, Greek and Latin text.

Cadmus Book Shop, 312 W. 34th St., New York
Ancestry of Haines, Sharp, Collins, etc., Families, by Richard Haines, Camden, 1902.
Shuttleworth, Genealogy.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.
Barrie's Plays, First editions.
Travels Through North America, Burnaby.

G. M. Chandler, 75 E. Van Buren St., Chicago, Ill.
Ashton (Mark), Jezabel's Husband.
Boston Browning Society Papers.
Brown (Thos. E.), Collected Poems, Macmillan.
Carey, Browning, Poet and Man.
Cole, Artistic Anatomy of Trees.
Couch, Delectable Duchy.
Crawford, A Sailor whom England Feared.
Davenport (A.), By the Ramparts of Jezreel.
Ebers, An Egyptian Princess.
Gautier, Romance of a Mummy.
Gissing, New Grubstreet.
Glovatski, The Pharos and the Priest.
Handford (T. W.), Poetry and Pictures.
McLaws (L.), Jezabel.
Marsh, Memoir of Rupert Brooke.
Miller (or Hack), Yoke.
Passmore, In Further Ardenne.

Wm. G. Chapman, 118 North LaSalle St., Chicago, Ill.
Tracy, The Stowmarket Mystery, Fennio.

Chicago Medical Book Co., Congress and Honore Sts., Chicago, Ill.

Gower, Epilepsy.
Unna, Histo-Pathology of Skin.
Emerson, Legal Medicine.
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Alison, A., History of Europe.
Allan, W., History of the Campaign of Gen. T. J. (Stonewall) Jackson in the Shenandoah Valley of Virginia, Nov. 4, 1861, to June 17, 1862.
Ammen, D., Old Navy and the New.
Anderson, T. M., Political Conspiracies Preceding the Rebellion.
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tures During the Late War of Independence in Hungary.
Browning's Message to His Time, Ed. Berdoe.
Berle, A. A., World's Significance of a Jewish State.
Bigham, D. A., Journal of the Siege of Paris.
The Christian Herald, Frank F. Lovell, Bible House, New York
Full set of McGuffey's Readers of the years 1885 or 1886, not present issues.

City Book Co., 6 East Pleasant St., Baltimore, Md. [Cash]

Among My Books, Harrison, Macmillan ed.
My Lady Castlemaine, Sargeant.
Nelson's Lady Hamilton, Holland, Woodhouse.
Andrew Jackson, Wm. Sumner.
Old Books on Furniture, Colonial.
Old Books on China.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.
Bibliophile Soc., Fiske Orations.
Pine, Beyond the West.
Arminian Mag., vols. 1-17, 19, 20.
Methodist Mag., vols. 24, 27, 28, 34, 35, 40, 43.
Wesleyan Methodist Mag., 3rd series, vols. 5, 8-10, 12, 15-16, 20, 22 to end; 4th series complete; 5th series, vols. 1, 16-17, 19-22; 6th series, vols. 1-4, 6 to date.
Mag. Wesleyan Methodist Church, 1914 to date.
Quarterly Jl. of Economics, Nov., 1916-Aug., 1920.
Paxon, Last American Frontier.
Auer, The North Country.
Munsterberg, The Photo-Play.
League of Nations Mag., vol. 1; vol. 2, nos. 1-4; vol. 3, no. 7.
L'Enclos (de Union), Life and Letters, 1903.
Official Register. Officers and Men N. J. War, 1775-83.
Political Economy, Jl. of, vols. 25-28.
Williams, Indiana Authors.
Forsyth, Artin, Indiana.
Boone, Hist. of Educ. Indiana.

John Clark Co., 1486 W. 25th St., Cleveland, O.
Dix, Life of Thos. Chatterton, 1837.
Finley, John P., Tornadoes, 1887.
New York Tribune, 1893 and 1894.
New York Times, Sept. to Dec., 1858; and July, 1836 to Dec., 1909.
Walker, Thos., Journal of an Exploration in 1750, Boston, 1888.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.
Constantinople, Clement, pub. Page Co.
Little Sir Gallahad, Gray, Grosset.

Colonial Society, Box 343, Richmond, Va. [Cash]
Book of Knowledge.
Britannica, 1st ed.
Britannica, 11th ed., vol. 1, reprint, vol. 28.
Home Book of Verse, India paper.
Murat, America and Americans, 2 copies.
Va. Histories, Burk, Cooke, Howison, Smith, Strachey.
Va. Maga. and William and Mary Quarterly, lots.

Columbia University Library, New York

F. T. Carlton, The Industrial Situation.
American Scandinavian Review, vols. 1 and 2.
Jeremiah F. Cullen, 15 S. 9th St., Philadelphia
Love in Friendship, Dubois, pub. Miller.
Molly Maguires, Pinkerton or DeWeese.
M. Curlander, 14 W. Saratoga St., Baltimore, Md.
Dist. of Col. Reports, odd vols.
Maryland Reports, odd vols.

Dartmouth College Library, Hanover, N. H.

How to Speak Extempore.
Beeton, Art of Public Speaking.
Depew, C. M., Library of Oratory.
Delsarte, System of Oratory.
Emerson, C. W., 16 Perfective Lectures of Art.
Holyoke, G. G., Public Speaking and Debate.
Hopkins, E. M., Use of Analysis.
Legouve, E., Art of Reading.
Pitlinger, W., Extempore Speech.

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Plumptre, C. J., Kings College Lectures on Elocution.
 Townsend, L. T., Art of Speech.
 Fessenden, T. G., Register of Arts.
 Flexner, A., Modern School.

Dawson's Book Shop, 518 S. Hill St., Los Angeles, Cal.

Brachenridge, Early Discoveries by Spaniards in New Mexico, 1857.
 Clifford, Hugh, Malay Monochromes.
 Defouri, Historical Sketch of the Catholic Church in New Mexico, 1887.
 Dyer, Mrs. D. B., Fort Reno, 1896.
 Rawley, John, Art of Taxidermy.
 Santleben, A. Texas Pioneer.
 Leadbeater, Science of the Sacraments.

Public Library, Detroit, Mich.

Hutton, Other Times and Other Seasons.
 Century Dictionary and Cyclopedia with New Atlas of the World, 1911.
 Encyclopedia Britannica, 11th ed.
 Moulton, C. W., Library of Literary Criticism of English and American Authors, 8 vols.

F. M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Iris, Dyke, Garden Flowers in color.
 Vol. 25, Handy vol. ed., Ency. Brit., any binding.
 Etidiorpha, Lloyd, illus. ed.
 Passing of 3d Floor Back, Jerome.
 Early History and Antiquities of Freemasonry, Fort.
 Mental Growth and Control, Oppenheim.
 El Dorado, Taylor, 1st or any early ed.
 Romance of the War, deals with the Peninsular War.
 Joan of Arc, M. H. Catherwood.
 Stanley's Magic Book, Kerr.
 Lions of Tsavo.
 Archo Volume.
 Ancient Symbol Worship, Westropp & Wake.
 Symbolic Language of the Ancients, Knight.
 Northern Mythology, Thorp.
 Ashes of God, Bain.
 Studies in Brown Humanity, Clifford.
 Life Kit Carson, Peters.
 J. C. Fremont, anything by or about.
 Hidden Water, Dave Coolidge, several copies.
 The Texican, Dave Coolidge, several copies.
 The Desert Trail, Dave Coolidge, several copies.
 Bat, Wing Bowles, Dave Coolidge, several copies.
 The Copperhead, H. Frederic.
 Cupid, the Cowpuncher, Gates.
 Ayesha, Haggard, 2 copies.
 Exploits, Le Blanc.
 The Boss, Lewis.
 God of His Fathers, London.
 Intruding Angel, Marriot.
 A Man, His Mark, Morrow.
 Shining Ferry, Quiller-Couch.
 Conjuror's House, White.

Dixie Business Book Shop, 41 Liberty St., New York

Orpheus, Solomon Reinach, Putnam.
 Telephonology, R. Van Deventer.
 Hunt's Merchant's Magazine, 1850-1-2-3-4-5-6-7.
 History of Factory Movement, pub. in England.
 History of Labor in the U. S. Commons.
 Human Economics, Gibson, Longmans pub.
 History of Banking, Knox.
 Authentic History of the U. S. Steel Corporation, Cetter.
 A B C of Stock Speculation, Nelson Wall St. ser.
 C P A Problems and Solutions, Cox.
 C P A Questions and Answers, Bennett & Morton.
 Co-operation in American Export Trade, 2 parts.
 Commercial Law, Tipson.
 Canadian Finance, 2nd vol., Custav Myers.
 Corporate Finance and Accounting, Bentley.
 Contracts for Future Delivery, Dewey.
 Economic Principles, Flux.
 Electric Railway Journal, June 7 and 18, 1919.
 Economic Powers of Finland.
 Export of Capital, Hobson.
 Economic Crises, Jones.
 Elements of Political Economy, MacLeod.

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Effects of the War on Money, Banking and Credit in France, England and U. S., B. M. Anderson.
 Federal Reserve Bulletins for 1915-1916-1917 and 1918.
 Factory Costs, Webner.
 Finance in China, Wagel.
 Foundations of Einstein's Theory of Gravitation, Bross.
 Frenzied Finance, Lawson.
 How to Invest Money, Henry.
 International Exchange, Margraff.
 Investment, Jones, A. H. I. series.
 Investment and Speculation, Atwood, A. H. I. ser.
 Institute of Actuaries Textbook, Spectator Co.
 Inventors at Work, Page.
 Life of Lincoln, Hoyt.
 Madness of Crowds, Mackay.
 Mineral Products of Canada, 1919 or later.
 Marine Policies, Eldridge.
 Modern Corporation, Conyngton.
 Money Inflation in France, White.
 Net Worth and the Balance Sheet, Stockwell.
 Overproduction and Crises, Rodbertus.
 Poor Law, any items about.
 Principles of Economic Philosophy, MacLeod.
 Plant Management, A. H. I. series.
 Practical Investing, Echer.
 Rise of London Money Market, Bisschop.
 Railways of China, Kent.
 Real Wall Street, Black.
 Railroad Accounting, Hooper.
 Railway Operating Costs, Suffern & Co., 1912.
 Science of Accounts, Bentley.
 Brokerage Accounts, Todman.
 Speculation on the Stock and Produce Exchanges of the U. S., Emery.
 Strategy of Great Railroads, Spearman.
 Story of the Railroads, Russell.
 Stock Prices, Bond.
 Thrift, Bolton Hall.
 Theory and Practice of Banking, MacLeod.
 Textile Prices, Bennet & Co., Boston.
 Wall Street and the Country, Conant.
 Wealth, Winship.
 Work of a Bond House, Chamberlain.
 Ailene of the Woods.

Robert W. Deidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

H. & W. B. Drew Co., Jacksonville, Fla.

Marvin On Wreck and Salvage.

E. P. Dutton & Co., 681 Fifth Ave., New York

Adams, Chapters of Erie.
 Adams, Esther.
 Adams, Democracy, pub. Holt.
 Brown, Charles B., Jane Talbot, Phil., 1804.
 Brown, Charles B., Ormond, N. Y., 1799.
 Brown, Charles B., Clara Howard, Phil., 1801.
 Brown, Charles B., Alcuin, N. Y., 1797.
 Brown, Charles B., The British Treaty with America.
 Brown, Charles B., Address to the Government of the U. S. on the Cession of Louisiana, Phil., 1803.
 Brown, Charles B., An Address to the Congress of the U. S. on the Utility and Justice of Restriction upon Foreign Commerce, with Reflections on Foreign Trade in General and the Future Prospects of America, Phil., 1809.
 Barr, From Whose Bourne.
 Belloc, On Anything, Danton.
 Cole, Accounting and Auditing, pub. Cree Pub. Co.
 Colonial Houses, of Phila.
 Cabel, The Certain Hour, 1st ed.
 Dental Publications as follows:
 Crocker, A., Modern Dentistry, Cinn., 1918 and 1920.
 Cady, E. E., Dentistry by Specialists, Brooklyn.
 Dwinelle, W. H., Treatise on the Use of A. J. Watts' Crystal Gold, Utica, 1855.
 Evans, T. W., Reports on Instruments . . . Surgical Dentistry, etc., Washington, 1870.
 Essig, C. J., Dental Metallurgy, Phila., 1882.
 Eliot, C. W., Address before the American Academy of Dental Science, 1879.
 Foster, J. H., Address before the American Academy of Dental Science, Boston, 1871.
 Flagg, J. Foster, Plastics and Plastic Filling, Phila., 1891.
 Gunning, T. B., Protest Against the Surrender to

BOOKS WANTED—Continued

E. P. Dutton—Continued

Non-members of the Dental Profession, etc., N. Y., 1874.
 Hubbard, E., Little Journey to a Great Dentist.
 Hitchcock, T. B., Physical Properties of Dental Amalgams, N. Y., 1875.
 Haskell, L. P., Student's Manual and Handbook for Dental Laboratory, Phila.
 Harris, Chapin A., The Principles and Practice of Dental Surgery.
 Delancy, A Week at Waterloo in 1815, pub. Putnam.
 De La-Bruyere, Jean, Selections from the Characters Reflections and Maxims.
 Furlong or Wellington Genealogy, anything.
 Furlong, Atherton B., Echoes of Memory.
 Grisebach, Flora of British West Indies.
 Kingsley, At Last, Tauchnitz ed.
 Kirby, W. F., Butterflies and Moths of Europe, 54 colored plates.
 Machiavelli, The Prince.
 Mason, At the Villa Rose, New York or London ed.
 Meade, Old Churches, Ministers and Families of Virginia, 2 vols., pub. Lippincott.
 New Lines in North America; Railroad Lines that crossed the Plains in 1865-1870.
 Palmer, Life, Letters and Plays of Sir Geo. Ethirage, 1913, pub. Macmillan.
 Prescott Memorial, Genealogical Memoir of Prescott Families in America.
 Shepherd's Historical Atlas.
 Siringo, Fifteen Years on the Hurricane Deck of a Spanish Cow Pony, or similar title.
 Taft, L., History of American Sculpture, 1917 ed.
 Thayer, Life of Cavour, 1st ed.
 Two in Sicily.
 Valentine's Manual, all prior to 1855 except 1852.
 Harper's Book of Facts.

Eau Claire Book & Stationery Co., Eau Claire, Wis.
 Conan Doyle, Complete Works, uniform binding.
 World Book, 10 vols.

Wm. C. Edwards, 137 Clinton Ave., So., Rochester, N. Y.

Stanley, Backwoodsman.
 Harris, Circuit Rider's Widow.

Eerdmans-Sevensma Co., 208 Pearl St., N. W., Grand Rapids, Mich.

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Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.

John Inglesant.
 Great Psychology of Crime, Florence Huntley.
 One Book Course in English, Alonza Reed & Brainard Kellogg.

East of the Sun, Key Neilson.
 Club of One, Russell.
 Work and Words of Jesus, Olmsted.
 Arius the Libyan.

Attic Philosopher, Souvestre.
 The Pillar of Fire, Seymour Dennis.
 Color Problems, Vanderpool.
 Color Harmony, Ward.

Abelard and Heloise, Elder ed.
 Maid at Arms, Chambers.

Men and Manners of Old Florence.
 Kaja Baba Ispahan, Morrier.
 Works of James Buchanan, 12 vols., Lippincott.

Will to Power, 2 vols., Nietzsche.
 Ecco Homo, Nietzsche.
 Magnificent Adventure, Hough, 5 copies.
 France from Sea to Sea.

Song Celestial.
 Archko Volume, Mahan.

Bailey's Bird Book.
 Frank Brangwyn and His Work, Shaw's, Sparrow, 2d ed. only.

Shopping Guide to Paris and London, Waxman.
 Eighteen Nineties, Holbrook Johnson.

A Woman's Confessional, Woljeska.
 Insect Stories, Kellogg.

The Refugee, Doyle.
 Gardner and the Cook, Yates.
 Prints and Drawings, Brangwyn.
 History of South Hampton, Howell.

Electrical School, 39 W. 17th St., New York [Cash]
 American Turf Register, odd vols.
 Anything by John S. Skinner.
 Any items on Horses, Turf, Breeding.

Geo. Engelke, 855 N. Clark St., Chicago

Tolstoi, L., Pathway to Life.
 Field, Eng., Sharps & Flats, vol. 2, 1907.
 Allen, F. C., History of Enfield, vol. 1.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill.,
 or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Marshall Field & Co., Chicago

Buccaneers of America, Esquemeling.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia

Book of Princeton Verse, 1904 or '05, ed. Fosdick.
 Darkness and Dawn, G. A. England.
 Through the Ages, Stanley, Waterloo.

Anything on Thomas Girtin and Peter de Windt.
 The Bostonians, H. James, 1886.

Young Folk's History France, Yonge.
 Londoners, Hichens.

Esther Waters, G. Moore, Brentano's.
 Adventures of Gerard, A. C. Doyle.

Adventures of Miss Gregory, P. Gibbon.
 Golden Bowl, H. James, Scribner.

Book Princeton Verse, 1904-'06, Fosdick.
 Miss Sylvester, Bret Harte.

Forbes & Wallace, Springfield, Mass.

Portrait Photography, O. Walter Beck, pub. Baker & Taylor.

Foster Book & Cigar Co., 410 Washington Ave., St. Louis, Mo.

Anything on Cribbage.

Friedmans', 53 W. 47th St., New York

Mendoza, Life and Adventures of Lazarillo de Tormes, 2 vols.

Mark Twain, Hillcrest ed., vols. 15 and 16.

Barber's American Glassware.
 Beauty's Day, Abbe de Favre.

Wm. F. Gable Co., Altoona, Pa.

Commemorative Address, Park Godwin, Harper, 2 copies.

Gammel's Book Store, Austin, Tex.

Interstate Commerce Decisions, 10 copies.

Gardenside Bookshop, 270 Boylston St., Boston

Slaughter, Memories Col. Joshua Frye, 1st ed.
 Wister, The Virginian.

The J. K. Gill Co., 3rd & Alder St., Portland, Ore.
 Jurgen, Cabell.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Seiss, Gospel of the Stars.
 Carpenter, Cause and Cure of Civilization.
 Dostoyevsky, The Idiot.
 Hines, Parliamentary Law.

Alfred F. Goldsmith, 42 Lexington Ave., New York

Whitman, Leaves of Grass, Washington, 1871.
 Any books by or about Walt Whitman.

Maggie, Johnston.
 Shadowings, Lafcadio Hearn.
 Any books by Lafcadio Hearn.

Goodale's Book Store, 14 E. 7th St., Kansas City, Mo.

Bouvier's Handbook on Painting.
 Edgar Saltus or Le Gallienne, anything.
 Lederer Art Course, Independent Corporation.
 Mosher Books, any, Biblot, odd nos.

Goodspeed's Book Shop, Boston, Mass.

Andover, Mass., Hist. of, Abbot.

Asher, Benj., Anything by.

Audubon, Birds, 1858, vol. 2, or, Plate no. 94 of same.

Benson, Cat. of Etchings.

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Dayitt, Michael, Fall of Feudalism in Ireland.
 D'Este, Steam Engineers' Manual, 2nd ed.
 Dexter, England and Holland of Pilgrims.
 Faxon, Check List of Amer. & Eng. Periodicals.
 Genesee Co., Mich., Hist. of, Wood.
 Gregg, Commerce of the Prairie.
 Hitchcock, E. A., Alchemy and Chemistry, N. Y., 1865, and other titles on same subject.
 Isham & Brown, Rhode Island Houses.
 Jefferson, Thomas, Works, ed. by Lipscomb, Lib. ed., Wash.
 Lower Valley, Va., Hist. of, by Norris.
 Lyons, Colonial Furniture.
 McNeil, J. G. S., English Interference with Irish Industries.
 Masters in Art, Jan., Mar., Apr., May, July, Aug., Sept., Nov., 1908; Jan., Feb., 1909; Aug., 1906.
 Mount Desert, Hist. of, by Street.
 Over the Tree Tops, Juvenile.
 Perry, Japan, 3 v., with plate of bathing scene.
 Robin, Abbe, Nouveau Voyage Dans l'Amerique, Phila., 1782.
 Tarkington, Harlequin and Columbine, 1st ed.
 Tazewell Co., Va., Hist. of, by Bickley.
 Walker, Williston, Ten New England Leaders.
 Genealogies, Mann Memorial.
 Page Family in Va.
 Pittman, Americans of Gentle Birth.
 Starr gen.
 Tracy Lineage by Mason.
 White, by Scott.
 D'Artagnan, Memoir of.
 DeVenne, Hist. of Printing.
 Gordon, Clarence, Christmas at Under-Tor; Our Fresh and Salt Tutors; Two Lives in One; Boarding School Days; Old Boys Stories, 2 v., N. Y., 1864-73.
 Rowe, Eleanor, Practical Wood Carving.
 Southampton, N. Y., Book of Records, 1, 2, 3.
 Bacon, Rambles Around Old Boston.
 Bryce, South Africa.
 Fenollosa, Art of Japan and China.
 Reeds, Modern Eloquence, 15 vols.
 Roosevelt, War of 1812, 1st edition.
 Stockpoole, Crimson Azaleas; Cruise of the "Kingfisher"; Ship of Coral.

Edwin S. Gorham, 11 W. 45th St., New York
 The Bundle of Myrrh by Neihardt.

Gotham Book Mart, 128 W. 45th St., New York
 Chase, History of Dartmouth College and the Town of Hanover, pub. 1892.
 Cabell, Cords of Vanity, 1st ed.

Grant's Book Shop, Inc., 127 Genesee St.,
 Utica, N. Y.

Thomas, Bewitching Hour.

Benj. F. Gravely, Martinsville, Va.

Elizabeth Dejeans, The Tiger's Coat.
 Nobody's Child and Other Works.
 Copies of American Weekly Section of Sunday Edition New York American previous to 1919.

J. F. Green, 1309 Houston St., Fort Worth, Tex.
 Vol. 2 and 6 of The Spectator of 8 Vol. set published MDCCXLVII, London, for J. and R. Tonsen and S. Draper.
 Vol. 5 The Province and the States by Weston Arthur Goodspeed, LL.B., green leather binding, Madison, Wis., 1904.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place,
 Pittsburgh, Pa.

Daughter of Anderson Crowe, McCutcheon.
 Paxton Family, by W. M. Paxton, Platte City, Mo.
 Petre's Autobiography and Life of George Tyrrell.

The Hampshire Bookshop, Inc., 192 Main St.,
 Northampton, Mass.
 Oman, England Since Waterloo, Putnam; new copy.

Hardy's Bookstore, 915 Broadway, Oakland, Cal.
 Rousseau, Heloise.

The Harrison Company, 42-44 East Hunter St.,
 Atlanta, Ga.
 Freeman on Co-Tenancy and Partition, 2nd edn.

Walter M. Hill, 22 East Washington St., Chicago, Ill.
 American Railway Engineering Assoc. Proceedings, vol. 7.
 Andrews, Development of the Nominating Convention of Rhode Island.
 Boston Pub. Lib. Cat. of Ticknor Library of Spanish and Portuguese Books.
 Bouccault's The Shaughraun.
 Carter's The Theatre of Max Reinhardt, 1914.
 Chatterton's Old East Indian Men, Lipp.
 Cunningham's Thought and Reality in Hegel's System.
 Curtin's Myths and Folk Tales of the Russians.
 D'Annunzio's The Flame of Life.
 Douglas, The Autobiography of Lord Alfred.
 Hamilton's Works, 9 vols., Federal Edition.
 Easby-Smith's Department of Justice.
 Hamlin's Enjoyment of Architecture.
 Harris's Oscar Wilde, 3rd edition.
 Hergesheimer's Three Black Pennies, 1st ed.
 Herndon's Lincoln, 3 vols., 1st ed.
 Johnston's Pioneers in Tropical America.
 Jones' American Music and Musicians.
 Lee's Poetical Works (S. Adam), 2 vols.
 Moore's Modern Painting, reprint.
 Parson's Conventionality and Fear.
 Piatt's Idylls and Lyrics of Ohio Valley.
 Ray's History of Mechanics.
 Sharp's Literary Geography, illustrated.
 Shelley's Philosophical View of Reform.
 Weir's Simon Kenton.
 Who Lies.
 The Military Historian and Economist.
 The Field Artillery Journal, bound volumes.
 Wallace's Kant, Blackwood.
 Hegel's Phenomenology of Spirit.
 Fragments of Porphyry, Julian, etc., trans. by T. Taylor.
 Bridge's Inside History of the Carnegie Steel Co.
 Bryan's The First Battle.
 Buchanan's Labor Agitator.
 Dacus's The Great Strike.
 Fuller's Reminiscences of Garfield.
 George's Life of Henry George.
 Kokhitzky's History of the Great Strike of 1886.
 Logan's City's Danger and Defense.
 Morse's Glimpses of China.
 Powderly Thirty Years of Labor.
 Royall's Virginia Debt Controversy.
 Schaack's Anarchy and Anarchists.
 Elliot's Five-foot Shelf of Books.
 Woolman's Journal Essex Ed.
 Milton's Aeropagitic.
 Caracci, Guido, I dintorni de Firenze; guida storico-artistica, Firenze, (Galletti e Cocci), 1891.
 McFall, Wooings of Jezebel Pettifer.
 Parson, Conventionality and Fear.
 Treves, Cradle of the Deep.
 The Thirsty Sword.
 Chatterton, Old East Indian Men.
 Herndon's Lincoln, first ed., 3 vols.

Hochschild, Kohn & Co., Inc., Baltimore, Md.

Innan's Oriental Mysticism.
 Anderson's Mysticism.
 Webster's American Encyclopedia, 1 vol.
 Midsummer Night's Dream, Ben Greet edition.
 Vision Splendid, Brister & Taylor.
 History of Dorchester County, Maryland, by Dr. Jones.
 Three Godfathers, Kyne.
 Bismarck's Wheel of Fortune or the Answers of Destiny.
 History of Clan MacFarlane by Mrs. Cynthia M. Little.
 Jastrow, Dictionary of the Talmud.
 Wordlinger, The World and His Wife.
 The Scarlet Rider by Bertha Runkle, reprint edn.
 The Heart of Philura by Florence Morse Kingsley, reprint ed.
 Janice Meredith by Paul Leicester Ford, reprint edn.
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 The Osbournes by E. F. Benson, reprint edition.
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Tschudi, Marie Antoinette.

Memoirs of D'Artagnan.

John Howell, 328 Post St., San Francisco, Cal.

The Ancient Regime, H. A. Taine.

Idyll of the White Lotus, Mabel Collins.

On the Witness Stand, Munsterburg.

Hexapla of the English Bible.

Whymper's Alaska.

Underneath the Bough, Thompson.

David Copperfield, Dickens.

Pickett and His Men.

Recollections of a Busy Life, Greeley.

Hittell's California, 4 vols.

Encyclopaedia Britannica, 11th ed., Lambskin, Large

type.

Wreath of Nations, Adam Smith.

Lives of the Painters, Vasari.

Peacock Pie, Walter de la Mere.

Rupert Brooke, Death and Burial.

Florentine Nights, Heine.

Clarissa Harlowe, Richardson.

Letters of Fitzgerald and Fanny Kemble.

Letters of Madame Sevigne.

Madame Cleves.

Ten O'Clock, Whistler.

A. J. Huston, 92 Exchange St., Portland, Me.

Bangor Hist. Magazine, vol. 1, nos. 2, 4, 9, 10; vol. 3, no. 1; vol. 4, no. 8; vol. 6, no. 10; and vol. 6 complete.

Bradford, A., Biog. Notices of Distinguished Men in N. E.

Erring But Noble.

Eden, Garden in Venice.

Finney, Systematic Theology.

Green Mt. Girl.

Holand's Natural Law and Legal Practice.

Hoyt, E., Instantaneous Interest Tables.

Jekyll, Old West Surrey.

Little, Sketches in Little, Compton & Tiverton.

MacDonald, Govt. of Maine.

MacDonald's Hist. of France, vol. 3 only.

Matthews, Lute of Life.

Mattocks, Hist. of 26th Me. Regiment.

Pearce, Recollections of a Long and Busy Life.

Pyle, Life of Ellen Richards, by Her Husband.

Rice, Rocher Fendu.

Russell, Chas., Seditious; The Finished Mystery

Book.

Stone, First Edition American Authors.

Taylor, Art of Cutting Metals.

Thomas, Hist. of Printing in America, vol. 1.

Town, Detail of Some Particular Service Performed

in America, 1776, 1779, N. Y., 1835.

Williams, Redeemed Captive.

Woodhouse, Military Religious Orders, London, 1879.

World's Best Music, Philharmonic ed., 1907.

The H. R. Hunting Co., Springfield, Mass.

Hancock & Higashi, Complete Kano Jiu-Jitsu.

Expositors' Bible, 50 vols., Doran.

Parker, Joseph, People's Bible, 28 vols., Funk & Wagnalls.

Hyland's Old Book Store, 204-206 Fourth St., Portland, Ore.

Gems and Precious Stones of North America, G. F. Kunz.

Geographical Magazine, Feb., 1907.

An Open Verdict, Braddon.

Illinois Book Exchange, 202 S. Clark St., Chicago

Illinois Laws, 1819, 1821, 1823, and Private Laws,

1833, 1836, and Corporation Laws, 1838; also Pope's

Compilations in 2 vols., 1815.

Indiana Laws: Spec. Acts., 2nd sess., 1817-18; Laws

6th sess., 1821-22; 7th sess., 1822-23; Spec. Acts

1823-24.

Local Laws 1837-38; 1840-41; 1845-46; 1848-49.

Hoffman, O., Reports of Land Cases, San Francisco,

1862.

Insurance Law Journal, vols. 29, 30, 31, 32, 33, 37,

52, 53, 54, 55, and Topical Index to 1st 20 vols.

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tion.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Genealogy of the Tift Family.

The Hermit by Charles Clark Munn, published by

Lothrop.

Six Kitchen Diaries, published by P. F. Volland

Company, Chicago, Ill.

Jones Book Store, Inc., 619 South Hill St., Los

Angeles, Cal.

Tom Moore, Burt Sayer.

Library, Kansas State Normal School, Emporia, Kan.

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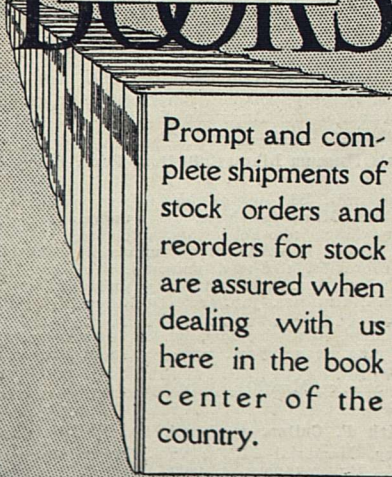
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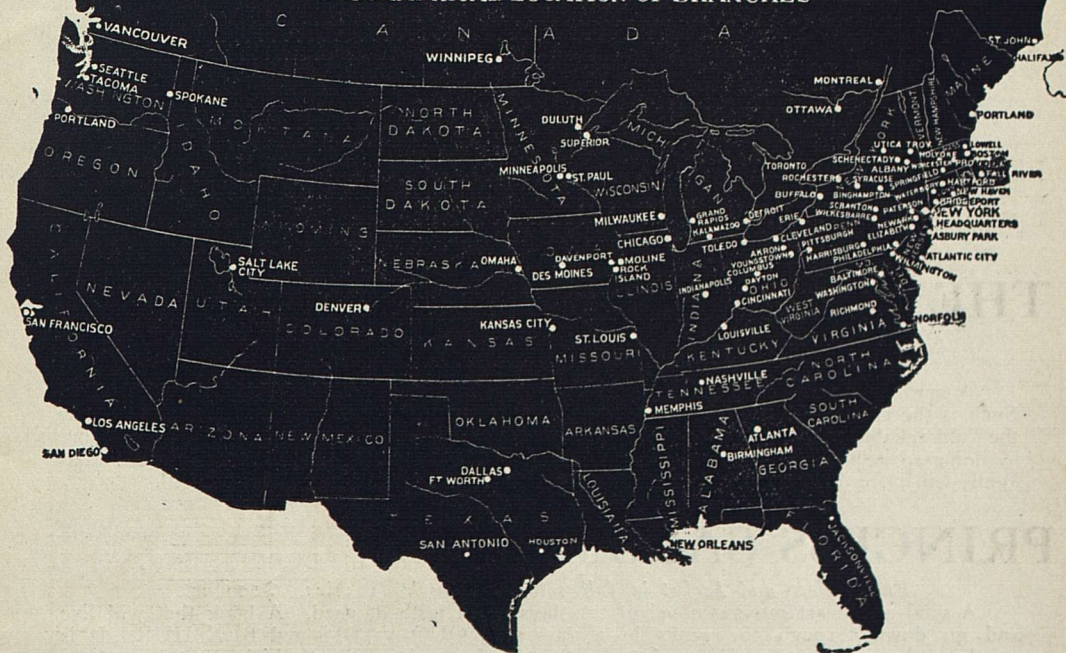
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